

ATTACHMENT C



**EXHIBITS**

Proceeding/Serial No: 91159338

Filed: 3/14/05

Title: Notice of Filing of original  
Deposition testimony of Alessandro  
Milesi with Exhibits

Giocar America, Inc., doing business as  
Galfer, Galfer USA and Galfer Braking  
Systems,

Opposer,

**V.**

**Braking Italia S.R.I.,**

Applicant.

**NOTICE OF FILING OF ORIGINAL  
DEPOSITION TESTIMONY OF  
ALESSANDRO MILESI WITH  
EXHIBITS**

As reflected in the attached Certificate of Mailing and Service, Applicant Braking Italia S.R.L. has been served with a copy of this Notice of Filing and with a certified copy of the deposition testimony of Alessandro Milesi with exhibits.

Thomas J. Daly

CHRISTIE, PARKER & HALE, LLP  
350 West Colorado Boulevard, Ste. 500  
Post Office Box 7068  
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**Abstract**

- 1 -

**CERTIFICATE OF MAILING AND SERVICE**

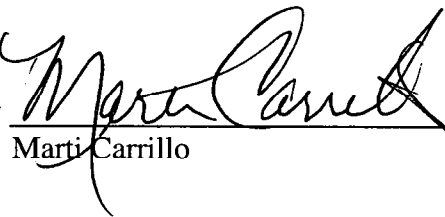
I certify that on March 4, 2005, the foregoing **NOTICE OF FILING OF ORIGINAL DEPOSITION TESTIMONY OF ALESSANDRO MILESI WITH EXHIBITS**, and one original copy of the **DEPOSITION TESTIMONY OF ALESSANDRO MILESI WITH EXHIBITS**, are together being deposited with the United States Postal Service by first-class mail addressed to:

Commissioner for Trademarks  
2900 Crystal Drive  
Arlington, VA 22202-3514

I further certify that on March 4, 2005, the foregoing **NOTICE OF FILING OF ORIGINAL DEPOSITION TESTIMONY OF ALESSANDRO MILESI WITH EXHIBITS**, and one certified copy of the **DEPOSITION TESTIMONY OF ALESSANDRO MILESI WITH EXHIBITS**, are together being deposited with the United States Postal Service by first-class mail addressed to:

Michael J. Hughes  
Intellectual Property Law Offices  
1901 South Bascom Avenue, Suite 600  
Campbell, California 95008

By



Marti Carrillo

ALESSANDRO MILESI

1 IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
2 BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD  
3

4 GIOCAR AMERICA, INC., ) Opposition No. 91159338  
5 doing business as GALFER; )  
6 GALFER USA and GALFER )  
7 BRAKING SYSTEMS, )  
8 Opposer, )  
9 vs. )  
10 BRAKING ITALIA S.R.I., )  
11 Applicant. ) Pages 1 - 81  
12 \_\_\_\_\_ )

13 TESTIMONIAL DEPOSITION OF:

14 ALESSANDRO MILESI  
15 THURSDAY, FEBRUARY 3, 2005  
16 10:10 A.M.  
17  
18  
19

20 REPORTED BY: c. jane harman  
21 CSR No. 5266  
22  
23  
24  
25





ALESSANDRO MILESI

1           Testimonial deposition of ALESSANDRO MILESI,  
2   the witness, taken on behalf of the Opposer, on THURSDAY,  
3   FEBRUARY 3, 2005, 10:10 A.M. at 350 West Colorado  
4   Boulevard, Suite 500, Pasadena, California, before  
5   c. jane harman, CSR No. 5266.

6

7   APPEARANCES OF COUNSEL:

8

9   FOR OPPOSER GALFER; GALFER USA and GALFER BRAKING  
10   SYSTEMS:

11           CHRISTIE PARKER HALE, LLP

12           BY:   THOMAS J. DALY, ESQ.

13                           -and-

14           BRIAN L. YATES, ESQ.

15           350 West Colorado Boulevard

16           Suite 500

17           Pasadena, California   91109-7068

18           626 795 9900

19

20   FOR APPLICANT BRAKING ITALIA S.R.I.:

21           (No appearance.)

22

23

24

25

ALESSANDRO MILESI

1 I N D E X

2

3 WITNESS EXAMINATION PAGE

4 ALESSANDRO MILESI

5 BY MR. DALY 7

6

7

8 E X H I B I T S

9 NO. PAGE DESCRIPTION

10 1 7 Notice of Testimonial Deposition, 2 pages

11 2 16 Pages printed off of Galfer's website,  
12 5 pages

13 3 22 Galfer USA invoice no. 8019  
14 (G00001)

15 4 26 Collection of Galfer USA invoices  
16 (G00002 - G00012)

17 5 28 Galfer Wave Rotor packaging sleeve  
18 for bicycles  
19 (G00122 - G00123)

20 6 30 Galfer Wave Rotor packaging sleeve for  
21 ATV vehicles  
22 (G00124 - G00125)

23 7 31 Excerpt from July 1999 Dealernews  
24 (G00234 - G00235)

25

ALESSANDRO MILESI

1			E X H I B I T S continued
2	NO.	PAGE	DESCRIPTION
3	8	34	Fax Message from Bruno Greppi to
4			Industrias Galfer S.A. written in
5			Italian
6			(G00105)
7	9	35	Translation of fax message from Bruno
8			Greppi to Braking USA, 2 pages
9	10	41	Galfer USA purchase order no. 1312
10			(G00102)
11	11	44	Excerpt from December 1999 SnowTech
12			magazine
13			(G00152 - G00153)
14	12	45	Galfer advertising material
15			(G00118 - G00121)
16	13	47	Galfer application catalog in Spanish
17			(G00343 - G00408)
18	14	49	Wave Galfer advertising material in
19			Spanish
20			(G00106 - G00109)
21	15	51	2002 Galfer applications catalog in
22			Spanish
23			(G00277 - G00342)
24	16	54	2003 Galfer Updated catalog
25			(G00133 - G00151)

ALESSANDRO MILESI

1			E X H I B I T S continued
2	NO.	PAGE	DESCRIPTION
3	17	56	Pages printed off the galferusa.com
4			website
5			(G00409 - G00411)
6	18	58	Galfer advertising material
7			(G0110 - G00113)
8	19	59	Galfer advertising material
9			(G00114 - G00117)
10	20	61	Pages printed off of Two Brothers
11			Racing's website
12			(G00190 - G00191)
13	21	62	Collection of catalog and advertising
14			pages
15			(G00185 - G00189)
16	22	64	Collection of Galfer advertising material
17			(G00210 - G00233)
18	23	71	Galfer advertising flyer
19			(G00223)
20	24	72	Galfer catalog
21			(G00246 - G00254)
22			
23			
24			
25			

ALESSANDRO MILESI

PASADENA, CALIFORNIA

THURSDAY, FEBRUARY 3, 2005

10:10 A.M.

-oOo-

MR. DALY: Okay. Before beginning, I want to make a statement for the record that:

This is the testimonial testimony of Allesandro Milesi, being taken in opposition number 901159338.

The case is Giocar America, Inc., versus Braking Italia S.R.I.

The deposition is being taken pursuant to a notice that was served on counsel for Braking Italia on January 24th.

The deposition notice indicates that the deposition would commence today at 10:00 a.m.

It's now about ten minutes after 10:00, and counsel for Braking Italia has not -- has not shown up. And they provided no communication to -- to me or any other counsel for Giocar America about -- about postponing or rescheduling, or anything other than -- than just, I guess we didn't hear from them. So we're going to go ahead.

And I would ask that the notice of testimonial deposition be attached to the transcript of this

ALESSANDRO MILESI

1 deposition as Exhibit A. Or Exhibit 1.

2 (The document referred to above was marked  
3 by the Reporter as Exhibit 1 for identification and  
4 is attached hereto.)

5

6 ALESSANDRO MILESI,  
7 having been first duly sworn, was  
8 examined and testified as follows:

9

10 EXAMINATION

11

12 BY MR. DALY:

13 Q. Okay. Mr. Milesi, can you state your full name  
14 for the record.

15 A. It's ALESSANDRO MILESI.

16 Q. And how do you spell your last name?

17 A. M I L E S I.

18 Q. Okay. Who are you currently employed by?

19 A. Giocar America, Incorporated.

20 Q. Okay. And does that company do business under  
21 another name?

22 A. Yeah, the dba, it's Galfer USA or Galfer Braking  
23 Systems USA.

24 Q. Okay. So for ease of reference, if I refer to  
25 them as "Galfer USA," is that going to be okay?

ALESSANDRO MILESI

1 A. Sure.

2 Q. And what is your position with Galfer USA?

3 A. General manager.

4 Q. Okay. And how long have you held that position?

5 A. For about ten years. Ten, 12 years.

6 Q. Okay. So when would you have -- that would be  
7 back in --

8 A. '92 or so. '92 or '93 is when we first started  
9 Giocar Galfer USA.

10 Q. Okay. And what are your responsibilities in  
11 that position?

12 A. Well, all the marketing, sales at this point,  
13 all the internal operation of the company. Everything  
14 pretty much that occurs throughout the day or so at  
15 Galfer, it's run, or, you know, managed by me in one way  
16 or the other.

17 Q. Okay. And that's been true since 1992, or  
18 thereabouts?

19 A. Yeah, correct.

20 Q. Okay. And so would you be aware of Galfer USA's  
21 use of any trademarks?

22 A. Yeah, I would be very aware.

23 Q. Okay. And would you also be aware of any kind  
24 of marketing and promotional activities that Galfer USA  
25 was involved in?

1 A. Yes.

2 Q. Okay. And do you -- in your position, do you  
3 have any connection or interaction with the customers of  
4 Galfer USA?

5 A. Yeah, constantly.

6 I mean, I would say probably on a day -- on a  
7 daily basis, I will -- my job, it's 50 percent working  
8 inside, sort of just managing employees and what  
9 everybody is doing and how we're doing it.

10 And the other time it's employed contacting  
11 large distribution centers that we currently do business  
12 with or that we want to do business with, and then  
13 promote and explain the Galfer product line.

14 You know, new products coming up, products that  
15 already exist throughout our product line, and we are  
16 devoting time to them, you know.

17 Q. Okay. And who owns Galfer USA?

18 A. Galfer USA is owned by my father, by Giorgio  
19 Milesi.

20 Q. Okay. And are you aware of another company  
21 called -- Galfer Industrias S.A.?

22 A. Industrias Galfer, it's the mother company where  
23 we pick all our products from. And it's owned by my  
24 father as well, with two brothers whom are partners with  
25 him 33 percent each. So three total partners.



ALESSANDRO MILESI

1 Q. Okay. And where is that company located?

2 A. That company is in Barcelona, Spain.

3 Q. Okay. And so for ease of reference, if we refer  
4 to that as "Galfer Spain," would that be okay?

5 A. Sure. That's perfect.

6 Q. Okay. So if I understand, then, Galfer Spain is  
7 one-third owned by your father?

8 A. Correct.

9 Q. And your father is the 100 percent owner of  
10 Galfer USA?

11 A. Yeah. Him and I believe my mother is part owner  
12 with him as well.

13 Q. Okay.

14 A. Yeah.

15 Q. Is there -- would you say that the activities of  
16 Galfer USA are controlled by Galfer Spain?

17 A. No, no. The activities of Galfer USA -- because  
18 it's a different market and there's a completely  
19 different approach to the European or the U.S. market,  
20 the way things are done, it's just different. We use the  
21 same products, but it's a different approach.

22 Q. Okay. And where were you employed -- or were  
23 you also employed by USA prior to 1992/1993?

24 A. Well, no.

25 Over the years -- because it's a family business

ALESSANDRO MILESI

1 and we have had Galfer in our family I think since 1946,  
2 I have over the years worked in the factory in Spain,  
3 whether it was involved with painting brake pads, laser  
4 cutting rotors, or just doing many different parts of  
5 what -- what it's to make a break.

6 But, no, prior to that, officially I was not  
7 employed in any way.

8 Q. Okay.

9 A. I was just there all the time, though.

10 Q. So when was Galfer USA first established?

11 A. '91, '92.

12 Q. Okay. And -- and from the time it was  
13 established, were you the general manager?

14 A. Yes.

15 Q. Okay. When did Galfer USA first begin -- or  
16 first have contact with a -- a brake rotor that had an  
17 irregular outer surface?

18 A. Well, we first started hearing about it, me,  
19 towards the end -- me, I would say towards the end of  
20 1998 when -- my father continuously travels to Europe,  
21 one of his trips came back and brought out some samples,  
22 some drawings, some information.

23 And we just sort of started hearing about this  
24 new Wave rotor at that point.

25 Q. Okay. Now, you use the name "Wave rotor." Who

1 first came up with that name?

2 A. It's probably my Uncle Umberto. He's the one  
3 that sort of came up with the idea of the name because of  
4 the particular shape of this rotor. And immediately we  
5 took that idea here because of being an English word and  
6 we -- we moved that right away here.

7 Q. Okay. Was this product being sold at that time  
8 in Europe?

9 A. No.

10 Q. Okay. And prior to the time that you first  
11 became aware of it, was the product being sold in the  
12 United States?

13 A. No, it wasn't.

14 Q. Okay. So when -- when did -- or what  
15 terminology did you first use in connection with that  
16 product in the United States?

17 A. Just "Wave" only. There was no other -- I mean,  
18 it was a rotor, a Wave rotor. But there was no other --  
19 it's never been referred to anything else than a Wave  
20 rotor.

21 Q. Okay. And at that time -- when would that have  
22 started, when would you have started referring to it that  
23 way?

24 A. Me, towards the end of 1998, which is, you know,  
25 when we started sort of talking, promoting and exploring,

1 you know, started showing it to people. Sort of started  
2 planting the first seeds.

3 Q. Okay. And at that time there wasn't anyone else  
4 that was offering the product in the United States?

5 A. Not in the United States, no.

6 Q. Okay. And where did that product come from?

7 Where did Galfer USA get that product?

8 A. Galfer USA bought it from Galfer Spain.

9 Q. And when you received the product from Galfer  
10 Spain, what, if anything, was on the packaging?

11 A. Well, back then the packaging was a plain, white  
12 plastic cardboard -- no, not cardboard, just plastic  
13 square-shaped box and it said "Galfer" on the outside.  
14 So that's about it.

15 Q. Okay. Was there anything on the brake rotor  
16 itself?

17 A. No, just a -- just the Galfer name on it.

18 And I don't know if at that time we were typing  
19 the patent number on it or not. That I'm aware of, just  
20 the Galfer name and most likely the part number of the  
21 piece itself that always indicated a "W" at the end of  
22 the part number. I know that for sure. "W" standing for  
23 "wave," you know, that's sort of the code on the  
24 computers and everything.

25 Q. Okay. And who was responsible for designing the

1 rotor?

2 A. Well, it was both Galfer Spain and Braking Italy  
3 that worked on designing, manufacturing and cutting these  
4 pieces. And it would depend. I mean, a lot of the  
5 designs would come out from Galfer Spain; a lot of the  
6 designs would come from Braking Italy. It depended.

7 Q. And who owns the patent on this particular brake  
8 rotor?

9 A. Galfer Spain for the European patent and partly  
10 owned by the three brothers for the U.S. patent.

11 Q. Okay. Now, you mentioned a company, Braking  
12 Italy. Is that a company Braking Italia S.R.I.?

13 A. Correct.

14 Q. Okay. What do you know about that company?

15 A. Well, long story, but we started to -- I really  
16 don't know the year when it was started, but it was  
17 started by a gentleman by the name of Bruno Greppi.

18 And he was a working with Galfer because we were  
19 selling to him brake pads. And as his business  
20 developed, there was a development that went on together  
21 between Galfer and Braking to make rotors, you know.

22 Q. So that would have been between Braking Italy  
23 and Galfer Spain?

24 A. Correct.

25 Q. Okay. And what was the relationship between

ALESSANDRO MILESI

1 Galfer Spain and Braking Italy?

2 A. Well, all the way up to, I believe of '96,  
3 '97, I don't know which year exactly, there was a simple  
4 symbiotic relationship. We made brake pads and banjo  
5 fittings and things like that for them and they on  
6 counterpart gave us rotors, round rotors.

7 Some time after that, we purchased part of their  
8 company. I don't know exactly how it went, but part of  
9 their business was partly -- partially owned by Umberto  
10 and the brothers, the Galfer brothers.

11 Q. Okay. And at the -- at the -- in the 1998 time  
12 frame when you first became aware of these wave rotors,  
13 who was making -- manufacturing those rotors?

14 A. Galfer -- no, excuse me. Braking Italy was  
15 making them.

16 Q. Okay. And who were they supplying them to?

17 A. Galfer in Spain.

18 Q. And then who was sending the rotors to you?

19 A. Galfer Spain.

20 Q. Okay.

21 Okay. Do you recall when you first began  
22 promoting the Wave rotors?

23 A. It probably was right before the Indianapolis  
24 show at -- in February of 1999. It's when we had the  
25 show. So probably like a month or two months before the

1 trade show, we would have had samples in our hands and  
2 pictures sent out and started promoting the unit.

3 MR. DALY: Okay. Let me have marked as  
4 Exhibit 2 a document.

5 (The document referred to above was marked  
6 by the Reporter as Exhibit 2 for identification and  
7 is attached hereto.)

8 BY MR. DALY:

9 Q. Okay. Let me show you Exhibit 2 and ask you if  
10 you can identify what Exhibit 2 is.

11 A. This is our old web page, Internet website,  
12 where we posted all our products: brake pads, brake  
13 lines, rotors.

14 Q. And what was the domain name for this particular  
15 site?

16 A. It was [www.silcom.com/~galfer](http://www.silcom.com/~galfer)

17 Q. Okay. And if we look at page 1 of Exhibit 2, is  
18 that basically what you'd see at the --

19 A. That's the entry page, the bar page, yeah.

20 Q. Okay. And if you clicked on "What's New" at  
21 that time, what then would you get to?

22 A. It would send you to the area where we talked  
23 about new stuff, you know, new products, new -- new and  
24 exciting things that we were going to start promoting and  
25 talk about, you know.

ALESSANDRO MILESI

1           One of them being the new Wave rotor.

2           Q.   Okay.   And do you know when this web page first  
3   had the "Wave rotor" designation on it?

4           A.   An exact date, no.   I am sure it had to be,  
5   again, end of '98, prior to the Indy show in '99.

6           Q.   Okay.   And would you have had samples of the  
7   Wave rotors at that time?

8           A.   Yeah, samples that were -- whether they were  
9   drawings or just physical samples, yeah, we had already  
10   samples on hand.

11          Q.   So at the site would there have been a picture  
12   of that rotor?

13          A.   There should have been, yeah.

14          Q.   Okay.   Now, did you do any kind of promotion of  
15   the -- of that rotor prior to the show in February of  
16   '99?

17          A.   Well, yeah.

18                The procedure that we have it's, when we get  
19   something new, whether it comes from Galfer USA or from  
20   Asia, whichever new product we have, we'll contact our  
21   existing accounts and let them know, "Hey, we have this  
22   new part number, we have this new and exciting material,  
23   come see us at the show, we'll show it to you."

24                Usually it's always done prior to the trade show  
25   in Indianapolis so that you have a good excuse for them



1 to come and see you.

2 Any new products introduced in the motorcycle  
3 industry after Indianapolis, you might as well wait  
4 another year because it's not going to really happen.

5 So, yeah, we would have contacted people by  
6 phone, send them -- I don't know if at this time we were  
7 working very heavily with emails, but, you know, usually  
8 you send them emails, pictures and things like that, you  
9 know.

10 Q. Okay. And would you have prepared any written  
11 materials in connection with that promotional activity?

12 A. I would have to go back to my records, but  
13 usually, yes. We would write them a letter, the  
14 customer, send them a letter and talk to them about this  
15 new product, the new technology, how does it work.

16 Q. And who -- who would have been responsible for  
17 putting that together?

18 A. Always me. At that time, always me.

19 Q. Okay. And would you have used the term "Wave"  
20 in connection with the product --

21 A. Yeah --

22 Q. -- in that --

23 A. -- there would have been no other way.

24 I mean, I would have not been able to contact  
25 anyone as a new prospective customer and tell them, "We

ALESSANDRO MILESI

1 have rotors." I mean, what's exciting? I mean, it's  
2 Wave rotors that made it exciting, you know.

3 Q. And whose idea was it to use "Wave rotor" as the  
4 designator for this product in the United States?

5 A. Well, we caught on to the idea right away. It  
6 was my father and myself that called it Wave rotor. And  
7 again, Umberto, my uncle, who also thought that was a  
8 great name, you know.

9 Q. And as far as you know, were you the first ones  
10 to use that name in connection with rotors in the  
11 United States?

12 A. As far as I know, yes.

13 Q. Okay. And you weren't aware of anyone who was  
14 using it at that time? In that -- I guess up to the  
15 February 1999 time frame?

16 A. Not in the United States.

17 Q. Okay.

18 A. And not with that name, that's for sure.

19 Q. Okay. And did you have a Wave rotor to display  
20 at the February 1999 trade show?

21 A. Yes, we did, yeah.

22 Q. Okay. And did you have any signage that would  
23 have indicated what the name of the rotor was?

24 A. We would have, yeah.

25 I mean, the rotor itself, it's very attractive.

1 And they are so different from a regular rotor that it  
2 would have been enough.

3 But, usually, yes, we would have had a -- even  
4 if it was a small two-by-five sign that it said "Wave  
5 Rotors" or "New Wave Rotors" or something, yes.

6 Q. Okay. And do you recall having such signage at  
7 that show?

8 A. I don't recall a hundred percent, but it would  
9 have made a lot of sense. We do that with all our  
10 products. It says "Brake Lines" and we'll show the brake  
11 lines on top.

12 Q. And would you have had any promotional  
13 literature that you would have handed out to people?

14 A. Umm ... I couldn't honestly tell you. I don't  
15 know. I'm sure we did. I -- I don't recall exactly what  
16 we brought to that show, you know.

17 Q. Okay. But it would have been your general  
18 practice --

19 A. Yeah, general practice is, yeah, if we're going  
20 to introduce or show a new product, it would make no  
21 sense for me to have a customer come to our show booth,  
22 you know, and talk to them about the product and not give  
23 them anything for them to take home, whether it was from  
24 our price list, a picture to remind them, or an  
25 application chart, for that matter.

1 Q. Okay. So you're positive that you had the Wave  
2 rotor on display --

3 A. Yes, definitely.

4 Q. -- at that show?

5 A. Yeah.

6 Q. And would the web page that we looked at, this  
7 Exhibit 2, you're sure that would have been introduced  
8 prior to the show in February?

9 A. Yeah. Yes.

10 Q. Okay. Do you keep -- do you monitor and keep  
11 track of what your competitors are doing?

12 A. Yes, I do. I try my best to.

13 Q. Okay. And would you have been keeping track of  
14 what Braking Italy was up to?

15 A. Braking Italy, not necessarily, because it  
16 doesn't show much in the United States market what  
17 Braking Italy does, such as also Galfer Spain.

18 Anything that it brings to a U.S. magazine or  
19 that happens here in the United States I do have, to the  
20 best of my knowledge lots of ways to gather it and keep  
21 it, you know.

22 So Braking Italy, not necessarily. Braking USA,  
23 definitely.

24 Q. So Braking Italy -- then I guess what you're  
25 telling me is that Braking Italy does not directly

1 distribute products in the United States?

2 A. No. Braking Italy, to distribute their products  
3 in the United States have always used a subsidiary group  
4 of people. In this case it was Braking USA.

5 Q. Okay. And you would have kept track of what  
6 Braking USA was up to?

7 A. Yes.

8 Q. Okay. And was Braking USA at this show in  
9 February of 1999?

10 A. Yes, they were.

11 Q. Okay. And do you know if they were displaying  
12 any kind of a rotor that they referred to as a "Wave  
13 rotor"?

14 A. No, they were not.

15 Q. Okay. Had they at any time prior to that  
16 displayed or promoted anything that they called a "Wave  
17 rotor"?

18 A. Well, all of the events that we go to -- we --  
19 we never saw them at any event, so -- that I had  
20 physically or personally seen, no, never.

21 MR. DALY: All right. Let me have marked as  
22 Exhibit 3 a document that appears to be an invoice.

23 (The document referred to above was marked  
24 by the Reporter as Exhibit 3 for identification and  
25 is attached hereto.)

1 BY MR. DALY:

2 Q. Okay. Let me show you Exhibit 3 and ask if  
3 you're able to identify that.

4 A. This was a -- an invoice that we made for one of  
5 our customers that we were sending them a Wave rotor  
6 to -- for them to try on a trials bike, most likely a  
7 Montesa or Gas-Gas.

8 Q. Was this a document that you would have created  
9 in the normal course of your business?

10 A. Yeah.

11 When -- when -- anything that it's in inventory  
12 before it gets shipped, we send an invoice with it so  
13 that we know how much we have to charge them, basically.

14 Q. Okay. And so this is a document that came out  
15 of your records --

16 A. Yes.

17 Q. -- your business records?

18 A. Correct.

19 Q. Okay. And is this a document, then, that would  
20 have been sent to your customer?

21 A. Correct, yes.

22 Q. Okay.

23 A. We're always sending things by UPS so we could  
24 have even a tracking number.

25 Q. Okay. And the product that's being sold as

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1 reflected in this invoice, is there a particular name  
2 that's used with that product?

3 A. It says "rotor wave."

4 Q. Okay. Now, would there have been any other  
5 documentation that went along with the product to this  
6 particular customer?

7 A. Well, I don't really know on this one, but a lot  
8 of times if we find that it's a little bit complicated to  
9 have something installed and there is like a quick  
10 explanation on how to install parts and whatnot.

11 But in general, I mean, he ordered some brake  
12 lines and a banjo fitting and a Wave rotor. So we would  
13 have just sent that along with that.

14 Prior to having sent this, probably him and I  
15 spoke about the new rotor. And, you know, I let him know  
16 that he was going to be getting it.

17 Q. Okay. So what would have led up to this sale?  
18 What kind of activities would have taken place?

19 A. Well, the activities that we spoke about before.  
20 We would have contacted him -- I mean, this was in  
21 February 17, so we probably would have contacted him  
22 prior to the Indy show.

23 This is right after the Indianapolis show. So  
24 maybe we contacted him prior to the Indianapolis show, in  
25 January or December of '98, or January of '99 and let him

1 know that, "Hey, we're going to have these new rotors,  
2 the new Wave rotors, come see us, come talk to us."

3 He would probably have led up to coming to meet  
4 with us at the show, him or maybe someone from his shop,  
5 I don't know. And at that point we would have continued  
6 talking and convince him or sold him into the technology,  
7 and he went ahead and bought the Wave rotor.

8 Q. Okay. And that's the normal course that you  
9 would go through in making sales to your customers?

10 A. If -- if we have the great opportunity of being  
11 able to meet them at a trade show, yes. If not, then it  
12 would just simply be phone calls and emails throughout  
13 the whole year, you know.

14 Q. Okay. And are you familiar with this particular  
15 customer that's reflected in this invoice?

16 A. I know the motorcycle shop well. Yeah, it still  
17 is open up to date. And I know very well the general  
18 manager, whom in this case I believe this was for his own  
19 personal motorcycle. So, yes, I would be very aware of  
20 who this is.

21 Q. Okay. And what was the -- the product that you  
22 sold, this Wave rotor, what was it going to be used for?

23 A. It was going to be used for the front braking  
24 system on a motorcycle.

25 Q. And he did actually pay for the product?



1 A. Yes.

2 Q. So this was an actual sale, money changed hands?

3 A. Yes, indeed.

4 Q. Okay.

5 MR. DALY: Okay. I'm going to have a group of  
6 invoices that I'm going to go ahead and have marked as  
7 exhibit next in order.

8 What is that, 4?

9 THE REPORTER: (Nods head.)

10 (Pause in the proceedings.)

11 MR. DALY: All right. I'm going to have marked  
12 as Exhibit 4 a series of what appear to be invoices that  
13 have the numbers G00002 through G00012. And I'd like you  
14 to take a look at those.

15 (The documents referred to above were marked  
16 by the Reporter as Exhibit 4 for identification and are  
17 attached hereto.)

18 BY MR. DALY:

19 Q. Okay. Mr. Milesi, if you could take a look at  
20 Exhibit 4 and look through those and just tell me what  
21 those are.

22 A. They continues to be Wave rotors being shipped  
23 to different customers.

24 Q. So each of those pages represents a separate  
25 sale?

1           A. Correct, yeah. Separate sale to separate  
2 accounts that purchased the first Wave rotors, yeah.

3           Q. And these would have been documents that you  
4 generated in the normal course of Galfer USA's business?

5           A. Yes.

6           Q. And these would have been sent out to each of  
7 those customers?

8           A. Yeah, correct.

9           Q. Okay. And this is a copy that you retained in  
10 Galfer USA's business records?

11          A. Correct.

12          Q. Okay. And during what time frame are the sales  
13 reflected here?

14          A. Well, we have from February 24th, 1999 to -- we  
15 have April 3rd, 2002.

16          Q. Okay. And these are all sales where money  
17 changed hands; you were actually paid for the sale of  
18 these products?

19          A. Yeah, correct.

20          Q. Okay. In each case you would have contacted  
21 these customers and promoted the -- the rotors as Wave  
22 rotors?

23          A. Yeah. Yes.

24          Q. Okay. And -- so based on this documentation,  
25 when did you first begin selling -- when did Galfer USA

1 first begin selling rotors under the name "Wave"?

2 A. The first date that we have, it's the 17th of  
3 February of 1999.

4 Q. Okay. And has Galfer continued to sell these  
5 rotors since that time?

6 A. Correct, yeah.

7 Q. And have you always used the name "Wave" in  
8 connection with the rotors?

9 A. Yes, we have.

10 Q. Okay. Now, was there a time when the packaging  
11 began to have the name "Wave" on it?

12 A. Yes.

13 Not so long ago, like maybe two years ago or so,  
14 we started making some very nice packaging that said  
15 "Wave" on the outside of it.

16 (Discussion held off the record.)

17 MR. DALY: Okay. I'm going to have marked,  
18 let's see, Exhibit 5, a -- what looks like a rotor  
19 package that we've marked with G00123.

20 (The brake rotor packaging referred to above was  
21 marked by the Reporter as Exhibit 5 for identification  
22 and is attached hereto.)

23 BY MR. DALY:

24 Q. Okay. Could you tell me what Exhibit 5 is?

25 A. It's a cardboard packaging for the Wave rotors

1 for a bicycle.

2 Q. And do you know when this packaging first began  
3 being used?

4 A. I would say probably four or five years ago.

5 Maybe even a little bit less, three or four  
6 years. I'm saying that because of the date -- excuse me,  
7 the address, too, 57 West McFarlane, we haven't been  
8 there for at least a year now, so ... yeah.

9 Q. And is this packaging that would have been  
10 created by Galfer Spain?

11 A. This one? Yes.

12 Q. Okay. And I notice that the packaging says  
13 "Wave" on it. Would you have requested that Galfer Spain  
14 put "Wave" on that packaging?

15 A. We would have requested that if it was a Wave  
16 rotor, it indeed had "Wave" on the outside and the  
17 picture.

18 We are very involved with how Galfer Spain,  
19 also, makes their catalogs, packagings and things like  
20 that, so ...

21 Q. Okay. Why is that?

22 A. Well, over the years some of the packaging that  
23 Galfer has used, like I told you "priorly," some of the  
24 packaging wasn't as nice as some of this new packaging  
25 where it has pictures, colors and different shapes.

1 Their packaging was fairly plain and not very marketable.

2 So going back to differences between the U.S.  
3 and European market, in the U.S. we learned very quickly  
4 that it's all about appearances; and we, therefore, got  
5 very involved with how the brake pads, the rotors, the  
6 brake lines, everything was packaged.

7 Q. Okay. So you would have been the person asking  
8 Galfer Spain to put it in packaging that included the  
9 trademark and had colors and looked more presentable?

10 A. Indeed, yeah.

11 Q. Okay.

12 MR. DALY: Okay. Let me have marked as  
13 Exhibit 6 what appears to be another brake rotor package  
14 that has the number G00124 on it.

15 (The brake rotor packaging referred to above was  
16 marked by the Reporter as Exhibit 6 for identification  
17 and is attached hereto.)

18 BY MR. DALY:

19 Q. Okay. Mr. Milesi, can you tell me what  
20 Exhibit 6 is?

21 A. It's another packaging of the Galfer Wave  
22 rotors. And this one, it's for ATV, or rear rotor  
23 applications, not for bicycles.

24 Q. Okay. And do you -- when would that -- that  
25 packaging have been used? In what time frame?

1           A. Well, this is fairly newer, I know, because of  
2           the different models that we're showing. But probably  
3           within the past two years, this is when it started to  
4           trickle down.

5           Q. Okay. And, again, this is the packaging as you  
6           would have received it from Galfer Spain?

7           A. Correct.

8           Q. Okay. And, again, because this had a particular  
9           rotor in it, it has the "Wave" name on it?

10          A. Yes.

11          Q. And you would have been the one that would have  
12          been asking Galfer Spain to put "Wave" on that packaging?

13          A. Yes. I mean ... yeah.

14                 MR. DALY: Okay. Let me now have marked as  
15          Exhibit 7, a document which appears to be a copy of a  
16          page from a Dealernews magazine.

17                 (The document referred to above was marked  
18          by the Reporter as Exhibit 7 for identification and  
19          is attached hereto.)

20          BY MR. DALY:

21          Q. Okay. Mr. Milesi, if you could take a look at  
22          Exhibit 7 and describe for me what that is.

23          A. Well, it's a press release that we sent to  
24          Dealernews magazine, and it made it to print in their  
25          July issue. July of 1999.

1 Q. Okay. And how much before July '99 would you  
2 have had to send them this press release to get it in  
3 that issue?

4 A. Well, it's about -- it's usually about -- the  
5 standard is about three months. A magazine that says  
6 July '99, it probably was in our hands by mid, end of  
7 June '99. In our hands physically.

8 And the picture and the written text for the  
9 Wave rotors in this case would have been sent to the  
10 magazine three -- at least three months prior to the date  
11 in which it appears.

12 Q. Okay. So that would have been, then, in  
13 March --

14 A. Yeah.

15 Q. -- of '99?

16 A. (Nods head.)  
17 March, April.

18 Q. March, April?

19 A. It's probably right after -- once again, right  
20 after the Indianapolis show, you know.

21 Q. Okay. And who is the Dealernews magazine? Who  
22 is that distributed to?

23 A. Dealernews magazine, it is a magazine that is  
24 distributed only to the dealers and the people involved  
25 inside the motorcycle industry. So it goes to all the

1 motorcycle shops, all the distributorships, anyone who  
2 has anything to do with the motorcycle industry receives  
3 this book. And it's free, so they all get it.

4 Q. Okay. So would this have been distributed to  
5 typical customers for your rotors?

6 A. Yeah, yeah. A hundred percent.

7 Q. Okay. And -- let me see that.

8 And the text for the press release that appears  
9 in here, that was prepared by someone at Galfer USA?

10 A. Well, most of the time the texts are always  
11 prepared by myself and -- in that particular time, I'm  
12 sure that I prepared it and I told them exactly what was  
13 the ins and outs of this new wave idea, wave technology.

14 Q. Now, would people actually have purchased  
15 products through, you know, the promotion in this  
16 magazine?

17 A. Well, one would hope so, yeah. I mean, that's  
18 the idea.

19 Q. Okay. So people who saw this would -- could  
20 potentially call up Galfer USA and go ahead and order  
21 this product?

22 A. Yes.

23 Q. And I notice there's a domain name that's  
24 indicated in this press release. And would that domain  
25 name have taken you to the website that we talked about



1 in Exhibit 2?

2 A. Yeah. It's www.silcom.com/~galfer. So the same  
3 one that we were talking about in Exhibit Number 2, yeah.

4 MR. DALY: I'm going to have marked as Exhibit 8  
5 a -- a document that appears to be a fax message from  
6 Braking Italy. And it's been -- we've marked it with the  
7 number G00105.

8 (The document referred to above was marked  
9 by the Reporter as Exhibit 8 for identification and  
10 is attached hereto.)

11 BY MR. DALY:

12 Q. Could you describe for us what Exhibit 8 is.

13 A. It's a fax sent from Bruno Greppi, the  
14 president/owner of Braking Italy, to my father, Giorgio  
15 Milesi -- again, G I O R G I O -- to here in Galfer USA.

16 Q. And did you see a copy of the original fax  
17 shortly after it was received by Galfer USA?

18 A. Yes, I -- immediately I was shown this.

19 Q. Okay. And what's the date on that?

20 A. July 21st, 1999.

21 Q. Okay. And you would have received it on or  
22 about that date?

23 A. I'm sure that same date, yeah.

24 Q. Okay. And I notice -- is it in Italian?

25 A. Correct.

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1 Q. You're able to read Italian?

2 A. Yes.

3 Q. Okay. So you would have no trouble  
4 understanding what that fax says even though it's written  
5 in Italian?

6 A. No, no trouble. No.

7 MR. DALY: Okay. Let me have marked, then, as  
8 Exhibit 9 a -- a document that is also a fax message.

9 This is -- let's see. This is not a document  
10 that we've marked, but it bears the date July 21, 1999.  
11 And it says it's from an Export Department Braking USA to  
12 a Kevin -- Kevin Veltfort/Carter. And it's a two-page  
13 document.

14 (The document referred to above was marked  
15 by the Reporter as Exhibit 9 for identification and  
16 is attached hereto.)

17 BY MR. DALY:

18 Q. Now, Exhibit 9, I'm going to represent to you  
19 is a document that was produced to us in this case by  
20 Braking Italy. I guess -- Exhibit 9 is not a document  
21 you've previously seen, is it?

22 A. No, but --

23 Q. Well, I think we showed it to you a couple days  
24 ago, but prior to that --

25 A. No, I have never received this translation. No,

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1 I mean, once they send it to us in Italian, there's no  
2 need for a translation for us, you know.

3 Q. Right.

4 Now, you can tell by looking at it that it  
5 purports to be a translation of the fax that's been  
6 marked as Exhibit 8; is that correct?

7 A. Yes, correct. Yeah, it's a translation.

8 Q. And reading through it, are you able to evaluate  
9 whether or not it's a -- an accurate and correct  
10 translation of Exhibit 8?

11 A. Yeah.

12 I mean, you know, given the proper time I could  
13 tell you exactly if it's a hundred percent translation,  
14 but it looks -- it looks like -- basically they're  
15 translating to Kevin and Chris what Umberto wrote to  
16 Giorgio -- excuse me, what Bruno wrote to Giorgio.

17 Q. And do you know who Kevin and Chris are?

18 A. They were -- Chris Carter was the owner of the  
19 new Braking USA; and Kevin, I believe was either the  
20 general manager or their -- their attorney. I ... you  
21 know, there was -- you know, he was a part of the new  
22 Braking USA.

23 Q. Okay. So Exhibit 9 is not something you've  
24 seen, but it appears to be a fax from Braking Italy to  
25 Braking USA?

1 A. Uh-huh, correct.

2 Q. And there's a translation of the fax that we've  
3 marked as Exhibit 8?

4 A. Correct.

5 Q. Okay. And how would you characterize the  
6 message, I guess, that was being sent by Bruno Greppi in  
7 the fax that he sent to you with the -- which we've  
8 marked as Exhibit 8?

9 A. Well, Bruno seemed to be very upset with -- in  
10 this case, with my father, but obviously directly with  
11 me, because of the Exhibit 7 press release that we spoke  
12 about about ten minutes ago.

13 Because he simply mentioned in here that he felt  
14 very disappointed that we were the first ones or that we  
15 had had to put the press release out. And he was just  
16 very upset about that.

17 Q. Do you -- do you read that as essentially  
18 containing a concession that Galfer USA was the first to  
19 use "Wave" in the United States?

20 A. Yes, indeed.

21 I mean, I don't even need to understand that, he  
22 says it himself in here, you know.

23 Q. What does he say?

24 A. He says, "You wanted to be the first one"  
25 and ... let me -- let me see exactly.

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1 (Examining document.)

2 It says:

3 "You wanted to be the first  
4 one. Why didn't you say that these  
5 disks were available for Polaris or  
6 snow mobile" -- which is an application.

7 You know, I mean, he simply says that why did we  
8 have to -- he was basically telling my father that we  
9 were rushing around too much and that we wanted to be the  
10 first ones.

11 Q. So he was complaining about the fact that you  
12 were the first to market the Wave rotors?

13 A. Correct.

14 Q. In here he actually refers to the motorcycle  
15 Dealernews of July; is that correct?

16 A. That's correct. Yeah, it's Exhibit 7, yeah.

17 Q. So it's in direct response to him seeing  
18 Exhibit 7?

19 A. He saw the press release and got very, very  
20 upset.

21 Q. Okay. Was Braking Italy in any way controlling  
22 Galfer USA's sale of product in the United States?

23 A. None. No, not at all.

24 Q. Did they --

25 A. That's how we were able to do a press release

1 without having to ask for permission.

2 Q. And did they have any control whatsoever over  
3 what trademarks, if any, that you used with your  
4 products?

5 A. No, none whatsoever.

6 Q. Did they have anything to do with your decision  
7 to use "Wave" in connection with rotors?

8 A. No, not at all.

9 Q. Do they -- have they in any way insisted that  
10 you take a license or -- I guess at this time, did they  
11 give you any kind of a license that -- to allow you to  
12 use "Wave"?

13 A. No.

14 Q. Did you feel like you needed to get a license  
15 from them?

16 A. Not at all.

17 Q. Now, in the product that you were receiving at  
18 that time from Galfer in Spain, when that product -- when  
19 you sold that product in the United States, who was it  
20 that provided support for the product in the  
21 United States?

22 A. Well, we did.

23 I mean, that's why we had a U.S. office. Why we  
24 would do it when someone had any -- hopefully no one had  
25 any problems, but if anybody had any issues whatsoever,

1 we were the first ones to take care of the problem,  
2 whether it was by replacing the unit, by receiving the  
3 existing unit that seemed to appear to have an issue and  
4 check it out, make sure it was properly manufactured,  
5 that there was good flatness, good thickness, that  
6 everything was the way it needed to be.

7 Q. Okay. And so what kind of support did you  
8 provide to your customers for the Wave rotors?

9 A. A hundred percent support. Warranty, technical  
10 support, installation support, all sorts -- all the  
11 different aspects of any kind of support that you would  
12 provide to a customer when providing them with any  
13 product.

14 Q. Okay. And would Braking Italy have been  
15 involved in that at all?

16 A. On Galfer USA support? No. None.

17 Q. And would your customers in any way have known  
18 that Braking Italy was involved with that product?

19 A. No, not at all.

20 Q. Okay. So your customers -- the customers for  
21 the Wave rotors would have looked to Galfer USA for any  
22 concerns they might have in connection with the product?

23 A. Yes.

24 We sell it to them and we provided them with all  
25 the service. Therefore, if there were any problems, they

1 would come back to us.

2 Q. Okay. Now, was there a time, then, when you  
3 began having the Wave rotors manufactured in the  
4 United States?

5 A. Yes, we did. There was one period where we  
6 decided to give it a shot and make some rotors here. And  
7 it worked out very well and we had it made over here.

8 Q. And when did that begin?

9 A. I think it was sometime during 2000, but you  
10 have a purchase order of that.

11 MR. DALY: Okay. Well, let me go ahead and have  
12 that -- a purchase order that we've marked as G00102 --  
13 we'll have that marked as Exhibit 10.

14 (The document referred to above was marked  
15 by the Reporter as Exhibit 10 for identification and  
16 is attached hereto.)

17 BY MR. DALY:

18 Q. All right. Mr. Milesi, if you could take a look  
19 at Exhibit 10 and describe what that is.

20 A. It is a purchase order for some rotors.

21 Q. Okay. And this is a document that you would  
22 have generated in the normal course of Galfer USA's  
23 business?

24 A. Correct.

25 Q. And this is a copy of a document that came out



1 of your records?

2 A. Yes, from -- from our purchasing records, yeah.

3 Q. Okay. And what -- it reflects, what? That --

4 A. Well, we started to -- towards the end of 2000,  
5 we started looking into making some of the rotors here in  
6 the United States because some of these units are fairly  
7 heavy.

8 So then we started sending drawings and  
9 technical specifications to different facilities that  
10 told us that they could make them. By April 23rd, this  
11 company, this vendor, 7 Dog, we sent them a purchase  
12 order for six units so we could check their -- their  
13 quality and their processes.

14 Q. So this basically reflects that as of that time,  
15 you began having the rotors manufactured in the  
16 United States?

17 A. Yes.

18 Q. Have you had all of them manufactured in the  
19 United States, or do you still get some from Galfer  
20 Spain?

21 A. No. We still -- the grand majority comes from  
22 Galfer Spain.

23 But, again, going back to the difference between  
24 the European and the U.S. market, some of the needs that  
25 the U.S. market presents are not the same as the European

1 market. Therefore, some units, some rotors, I think  
2 up-to-date we have manufactured 20 or 30 different parts  
3 numbers have -- you know, we've made them here in the  
4 states.

5 Q. And whether the products are made by Galfer --  
6 or sent to you by Galfer Spain or you have them  
7 manufactured here in the United States, you refer to  
8 those as "Wave rotors"?

9 A. Yes. As long as it's the Wave rotor, yeah, the  
10 wave technology behind it, yes.

11 Q. Okay. And what is the range of products that  
12 you've designated with the term "Wave"?

13 A. Well, at this point we don't make anything but  
14 Wave rotors; that the -- let's say the conventional  
15 round-shaped rotor has been faded out because the market,  
16 it's asking only for Wave rotors. So instead of devoting  
17 any production or material time to the old-fashioned  
18 rotors, everything that we have right now, it's Wave.

19 Q. Okay. And what are those rotors used for?

20 A. Motorcycles, go-carts, ATVs, which is  
21 all-terrain vehicles, bicycles. We're doing some  
22 automotive units as well. I mean, you know.

23 Q. Okay. And they're all brake rotors?

24 A. They're all brake, yeah, rotors.

25 Q. Okay.

1 (Discussion held off the record.)

2 MR. DALY: All right. Let's have marked as  
3 Exhibit 11, a two-page document that on the first page  
4 appears to be an advertisement in SnowTech, the December  
5 1999 issue of SnowTech magazine. And we've marked the  
6 two pages G00152 and G00153.

7 (The document referred to above was marked  
8 by the Reporter as Exhibit 11 for identification and  
9 is attached hereto.)

10 BY MR. DALY:

11 Q. Okay. If you take a look at Exhibit 11, could  
12 you describe what that is for us.

13 A. It's an advertising from one of our customers  
14 where they are showing the Galfer Wave rotor. And we  
15 allow them to say that it was patented and it was the new  
16 Wave rotor.

17 In Exhibit 4, we showed invoices from Starting  
18 Line Products, and now in this Exhibit 11 it's their  
19 advertising of our Wave rotors in one of their magazines.  
20 One of the magazines where they do their own advertising.

21 Q. Okay. So this is an advertisement that was  
22 placed by one of your customers --

23 A. Correct.

24 Q. -- reflecting their offer for sale at a retail  
25 level of your Wave rotor?

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1 A. Yes.

2 Q. Okay. And would that have come out in the  
3 December 1999 time frame?

4 A. Yes.

5 Well, they had these rotors before December,  
6 obviously, but, yeah, they place their ad and their ad  
7 showed up in the market in December of 1999.

8 Q. Okay. And is this a copy that you kept in your  
9 records of that advertisement?

10 A. We asked them -- we ask in general all our  
11 distributors that if they're going to be advertising any  
12 of the Galfer products that they just let us see it as a  
13 courtesy. So, yes, this is something that we have on our  
14 records.

15 Q. Okay. So this is a copy that you received from  
16 them?

17 A. Yes.

18 MR. DALY: Okay. Let's have marked as  
19 Exhibit 12, a -- I guess a four-page flyer that we've  
20 marked with numbers G00118 through G00121.

21 (The document referred to above was marked  
22 by the Reporter as Exhibit 12 for identification and  
23 is attached hereto.)

24 BY MR. DALY:

25 Q. Okay. What is Exhibit 12?

1           A. Exhibit 12, it's -- when we were talking on how  
2 do we promote or forward information to our prospective  
3 customers or existing customers about new products, this  
4 is exactly how we do it.

5           We will send -- we will have Galfer Spain build  
6 one of these things for us, they're all printed in Spain.  
7 We do all the translations for them. So they'll have  
8 it -- the text will be all in Spanish and then they will  
9 forward all the information to me and I'll translate in  
10 some -- a little bit more of a correct form of English,  
11 and then we'll have it printed in Spain and sent over  
12 here. And then we'll send these to our customers.

13           And in this case, this one, it's one of the  
14 early ones because it has the Wave rotors and, you know,  
15 it just explains the Wave rotor technology.

16           Q. Okay. And what time frame would you have  
17 distributed this brochure?

18           A. I think this is probably '99, 2000, around that  
19 time.

20           And I'm saying because some of the products, the  
21 way the packaging is done, like, for example, the brake  
22 fluid, it's no longer packaged like that. That was the  
23 first way -- the original way on how we packaged brake  
24 fluid. So, you know, I would say '99 to 2000.

25           Q. Okay. And what would you have done with these

1 brochures?

2 A. We would have inserted these with -- along with  
3 a letter, or we would have just given you these when you  
4 came to our booth at our trade show. And if you decided  
5 that it was something that you were interested in, we  
6 would have given you this.

7 Q. Okay. So would you have had something like this  
8 to provide to people at the February 1999 trade show?

9 A. Yes, I'm sure I would have. Yeah.

10 MR. DALY: Okay. Let's have marked as  
11 Exhibit 13 a -- a document that looks like a Galfer  
12 catalog. It has been marked with the numbers G00343  
13 through G00408.

14 (The catalog referred to above was marked by the  
15 Reporter as Exhibit 13 for identification and is attached  
16 hereto.)

17 BY MR. DALY:

18 Q. And if you could take a look at Exhibit 13 and  
19 tell us what that is.

20 A. It's an application catalog for our brake pads,  
21 Wave rotors, brake lines -- no, not brake lines, just a  
22 application catalog for Wave rotors and brake pads.

23 Q. And how was that prepared?

24 A. Well, applications are forwarded from us to  
25 Galfer Spain. And also Galfer Spain does their own

1 finding of new application, new part numbers.

2 And then, Galfer Spain, once again, has it all  
3 on one folder, usually an Excel file that they'll forward  
4 back down to us. And then I will clean and remove all  
5 the models that are not U.S. applications, that -- and  
6 then they will go ahead and make their own catalog.

7 Q. And then they send that to you?

8 A. Then they will send this catalog to us, yes. To  
9 which I will then send them to our customers, to our  
10 distributors, our dealers.

11 Q. And in what time frame would this catalog have  
12 been in use?

13 A. Well, this probably between 2002 and 2001. It's  
14 a 2001 catalog and most of the time we try to enter the  
15 2001 or 2005 year and have already the catalog in our  
16 hands at that point.

17 Q. So when would you have first begin -- when would  
18 you have first began sending this out?

19 A. I would say January or February of 2001, it  
20 would have been, when we would have started sending this  
21 out.

22 Q. Okay. And if we take a look at the pages G00399  
23 and G00400, can you describe what's on those pages?

24 A. Well, on G00399, we have one of our super bike  
25 riders, whom it explain the Wave rotors in his machine.

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1 And on G00400, we have the Wave rotor itself, a big  
2 picture of a Wave rotor with the European patent and the  
3 big "Wave" name on it.

4 Q. And would you have been the -- behind asking  
5 Galfer Spain to include this kind of promotional ad in  
6 the catalog?

7 A. Not necessarily with this one, but let's just  
8 say if we would have one day send us the Excel file, if  
9 we see that there is no indication that they're going to  
10 be adding something like this to it, then we would jump  
11 in immediately and say, "This needs to be like so."

12 But, you know, only if we see that they're not  
13 going to do it, you know.

14 Q. Well, do you recall that this was something that  
15 you prompted them to do?

16 A. No, I don't recall that.

17 Q. Okay.

18 MR. DALY: Okay. Let's go off the record.

19 (Discussion held off the record.)

20 MR. DALY: Okay. Let's have marked as  
21 Exhibit 14 a four-page brochure or flyer that has the  
22 pages marked G00106 through G00109.

23 (The document referred to above was marked  
24 by the Reporter as Exhibit 14 for identification and is  
25 attached hereto.)



1 BY MR. DALY:

2 Q. And can you describe for us what Exhibit 14 is.

3 A. Exhibit 14, it's a flyer only about the Wave  
4 rotors, where we give all the -- we give some of the  
5 technical aspects of the Wave rotors, the patent number.  
6 We give the names of who is riding with them,  
7 applications, diameters, weight.

8 Q. And how was that prepared?

9 A. This one was prepared by Galfer Spain directly  
10 themselves.

11 Q. And is this something they would have provided  
12 to you?

13 A. Not necessarily. This one is all in Spanish. I  
14 don't believe -- maybe we would have got some here in our  
15 hands, but maybe this is something we didn't get too many  
16 of, you know.

17 Q. Okay. So this would have been something that  
18 was primarily distributed in Europe?

19 A. Probably, yeah.

20 We would have got these simply because it has  
21 applications and things like that, so maybe we got 2- or  
22 300 of these. But it would have not been like the other  
23 ones that we have which we have in English.

24 Q. So would there have been a version of this that  
25 was in English?

1           A.   Could have, yeah.  I ... I don't know.  I don't  
2   have one, but there could have been one.

3           Q.   Okay.  So was this something that you would have  
4   distributed in the United States?

5           A.   Not necessarily, no.

6           Q.   Okay.

7           MR. DALY:  All right.  Let's have marked as  
8   Exhibit 15 a document that appears to be a Galfer 2002  
9   catalog.  And the pages have been marked G00277 through  
10  G00342.

11           (The catalog referred to above was marked by the  
12  Reporter as Exhibit 15 for identification and is attached  
13  hereto.)

14  BY MR. DALY:

15           Q.   Okay.  Can you tell us what Exhibit 15 is?

16           A.   It's a Galfer 2002 application chart.  Once  
17  again, same thing, you know, it's a catalog that has all  
18  the different applications that we are going to be  
19  showing during 2002 for our customers.

20           Q.   Okay.  And how was that prepared?

21           A.   Well, we would share with Galfer Spain our  
22  findings and new applications, and they would prepare an  
23  Excel sheet to which they would put their applications  
24  that they have found.  And at that time we would review  
25  it with them, make sure that everything was correct and

1 the models that were listed were the ones that were  
2 important to be listed, and forward back down to them  
3 that, and get it going again.

4 Q. So this is something that you would have, then,  
5 distributed in the United States?

6 A. Yes. To all our motorcycle shops, everybody.

7 Q. Okay. And during what time frame would you have  
8 sent this exhibit out?

9 A. Beginning of 2002 to towards the end of 2002.

10 Q. About how many of these would have distributed?

11 A. At that time, probably like between 500 to a  
12 thousand. At least, at the very least.

13 Q. How about Exhibit 13, which is the prior  
14 catalog?

15 A. Same. About the same.

16 Q. Okay. And in that catalog, are there Wave  
17 rotors identified?

18 A. Yes, they are.

19 Q. Okay.

20 A. On page G00283 we have the Wave.

21 Q. Okay. And is the "Wave" trademark used in that  
22 catalog?

23 A. Yes.

24 Yeah, right here on G00203 (indicating).

25 Q. Now, would customers use these catalogs to

1 purchase products?

2 A. Yes.

3 They would -- first they would use them as a  
4 tool to find their application. And then, you know, they  
5 would just -- once they knew their application, they  
6 could go ahead and buy them. You know, learn a little  
7 bit about what was a Wave rotor or what brake pad would  
8 work best for their system and move on.

9 Q. Okay. And then they would use this to call you  
10 up and order the part?

11 A. Yes, yeah. It has our phone number on the back,  
12 because it is a U.S. version.

13 Q. Okay. So any of the literature that was  
14 distributed in the United States would have directed  
15 customers back to Galfer USA?

16 A. Yes, it would have.

17 Q. Okay.

18 MR. DALY: Okay. Let's have marked as  
19 Exhibit 14 --

20 THE WITNESS: No. Sixteen.

21 MR. DALY: Oh, 16.

22 All right. Let's have marked as Exhibit 16 a  
23 multi-page document that has "Galfer" at the top. And in  
24 the lower right-hand corner of the first page it says,  
25 "Update 2003." And we've marked the pages G00133 through

1 G00151.

2 (The document referred to above was marked  
3 by the Reporter as Exhibit 16 for identification and  
4 is attached hereto.)

5 BY MR. DALY:

6 Q. Okay. Can you take a look at Exhibit 16 and  
7 tell us what that is?

8 A. It's the 2003 update that we build here. It's a  
9 catalog that it has a brake line application, steel  
10 braided brake lines with our distributors on the front.  
11 And then applications in general, whether they're brake  
12 lines, brake pads, or other applications.

13 So it's ... you know.

14 Q. And how was Exhibit 16 prepared?

15 A. This one it's 100 percent prepared here in the  
16 states. Because it -- the brake lines was something that  
17 Galfer in Spain was not doing, or they were doing, but  
18 very little of. And it's a -- you know, it's a very big  
19 seller for us here in the United States.

20 So I believe this was something we built  
21 ourselves for our customers only. This was only for  
22 distribution here in the United States and Galfer Spain  
23 had nothing to do whatsoever how it was built, how it was  
24 made, what applications were listed, nothing. This was  
25 all us.

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1 Q. And how did you distribute this?

2 A. Well, this will be sent always by either mail or  
3 with your order. If we had an order, we would send it  
4 along with it making sure that you were always up-to-date  
5 with our part numbers. Or we would give it to you at a  
6 trade show.

7 Q. And who would that have been sent to?

8 A. All our customers, whether they were  
9 distributors, or dealers, everybody.

10 Q. Okay. And during what time frame did you  
11 distribute that?

12 A. This was probably done towards the end of 2002  
13 and throughout the whole first two quarters of 2003,  
14 because usually we update these fairly quickly, so ...

15 Q. Okay. And how many of those would you have sent  
16 out?

17 A. I would say probably 2-, 3,000, I mean ...

18 Q. Okay. And does the "Wave" trademark appear in  
19 Exhibit 16?

20 A. Yes, it does, on page ... page G00148, we say  
21 "front Wave rotor," "rear Wave rotor." Yeah.

22 Q. Okay.

23 MR. DALY: All right. Let's have marked as  
24 Exhibit 17 a -- a three-page document that appears to be  
25 a printout from a website. And we've marked the pages

1 G00409 through G00411.

2 (The document referred to above was marked  
3 by the Reporter as Exhibit 17 for identification and  
4 is attached hereto.)

5 BY MR. DALY:

6 Q. Do you recognize Exhibit 17?

7 A. Yes.

8 It's a printout of our -- one of our web pages,  
9 yeah.

10 Q. Okay. And what -- what page is this?

11 A. This is Galfer USA's web page. I think it's one  
12 previous to the one that we have right now.

13 And we talk about all our different products.  
14 We talk about the Wave rotors.

15 Q. So this -- what's the domain name for this web  
16 page?

17 A. This one, it's [www.galferusa.com](http://www.galferusa.com).

18 Q. So would this have come after the web page that  
19 we talked about previously?

20 A. Yes.

21 Q. Okay. And do you recall when this was  
22 introduced?

23 A. Sometime through '02, and '03. I'm sure around  
24 that time. I mean, a lot of the pictures are the same  
25 ones that we used previously, but from time to time we

1 would just change the whole look of the web page.

2 Q. Okay. So this was a web page you used during  
3 2002 and 2003?

4 A. Correct.

5 Q. On. And it includes use of the Wave rotor --

6 A. Yes, it does, yeah.

7 Q. -- trademark, the "Wave" trademark?

8 A. Yeah.

9 Q. And would people actually order product from  
10 your website?

11 A. Well, not necessarily from the website.

12 I mean, throughout the website there would  
13 always be -- there's always sections where we'll say,  
14 "If you have any questions please email us"; "If you need  
15 pricing, please email." But there is no e-commerce being  
16 done directly on our web page.

17 Q. But do you have customers who contact you as a  
18 result of seeing your web page?

19 A. Yes, there is lots of them.

20 Q. Okay.

21 MR. DALY: Okay. Let's have marked as  
22 Exhibit 18 a four-page flyer from Galfer that we've  
23 marked with the pages as G00110 through G00113.

24 /// ///

25 /// ///



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1           (The flyer referred to above was marked by the  
2   Reporter as Exhibit 18 for identification and is attached  
3   hereto.)

4   BY MR. DALY:

5           Q.   Okay. Taking a look at Exhibit 18, can you tell  
6   us what that is?

7           A.   Exhibit 18, it's a -- once again, another Galfer  
8   flyer. It's a progression of the Exhibit -- Exhibit 14,  
9   or Exhibit 12. It's just yet another form of advertising  
10   that we would send out to our customers and -- where we  
11   explain the whole Galfer product line with our patent,  
12   the Wave rotors, everything.

13          Q.   And was this prepared by Galfer Spain?

14          A.   The layout and the pictures, yes. Everything  
15   that was in the translation and the, sort of -- all the  
16   technical aspects that were in English were all done by  
17   me and then forwarded back to them.

18          Q.   Okay. And is this a product -- or a pamphlet  
19   you would have distributed in the United States?

20          A.   Yes.

21          Q.   And during what time frame?

22          A.   Probably between '03 -- '03 and '04. It's got  
23   the new brake fluid so ...

24          Q.   Okay. And how would you have distributed that?

25          A.   Well, we go back to the same thing. We would

1 have given this to our distributors or our dealers, or we  
2 would have -- if you would have stopped by our booth, we  
3 would have given you this as a company layout.

4 Q. Okay. And who would you have distributed it to?

5 A. Any customer of ours. Anyone interested in the  
6 Galfer products, whether it was a dealer, a distributor  
7 or a retail customer.

8 Q. And would these kind of flyers be sent out with  
9 your product when you shipped your product to customers?

10 A. Yeah, they would have, all the time.

11 Q. Okay. And that's true of the earlier flyers as  
12 well?

13 A. Correct, yeah.

14 Q. Okay. And that includes the "Wave" trademark?

15 A. Yes. It says "Galfer Wave Disks" on G00112.

16 Q. Okay.

17 MR. DALY: All right. Let's have marked as --  
18 what are we at now?

19 THE WITNESS: Nineteen.

20 MR. DALY: -- Exhibit 19, a four-page Galfer  
21 flyer where the pages are marked G00114 through G00117.

22 (The flyer referred to above was marked by the  
23 Reporter as Exhibit 19 for identification and is attached  
24 hereto.)

25 ///

///

1 BY MR. DALY:

2 Q. And can you describe for us what Exhibit 19 is?

3 A. Exhibit 19?

4 It's another flyer with all the Galfer  
5 information on the Wave rotors, the brake pads and brake  
6 lines. All the -- the full product line for Galfer. In  
7 English, so we would have most likely done all the  
8 translation and help on translating these accurately for  
9 Galfer Spain with the Galfer USA's address.

10 Which it tells me that this would have only been  
11 distributed here in the United States by us. This would  
12 have not been distributed in Europe, most likely.

13 Q. Okay. And who would you have distributed that  
14 to?

15 A. Retail customers, dealers, distributors. Anyone  
16 who had an interest in the Galfer products.

17 Q. Okay. And during what time frame would you have  
18 distributed Exhibit 19?

19 A. I think this one actually -- chronologically, I  
20 think this one, it's a little bit earlier than  
21 Exhibit 18. But, yeah, I mean, a little bit earlier than  
22 Exhibit 18.

23 Q. Okay. And about how many of these flyers do you  
24 have printed out?

25 A. Every time they do these, they all send us like

1 3- or 4,000 of these. That's the average on these  
2 particular flyers. And then when we run out, we run out.

3 I mean, we distribute them ourselves and we also  
4 send them to our distributors so they can distribute it  
5 themselves. So on the back instead of having the "Galfer  
6 USA," they'll put their own name and phone number.  
7 Because they sell the Galfer products, so they can do  
8 that as well.

9 Q. Okay.

10 MR. DALY: All right. Let's now have marked as  
11 Exhibit 20 a two-page document that appears to be a  
12 printout from a web page that we've had each page marked  
13 G00190 through 191.

14 (The document referred above to was marked  
15 by the Reporter as Exhibit 20 for identification and  
16 is attached hereto.)

17 BY MR. DALY:

18 Q. Can you tell us what exhibit 20 is?

19 A. It's a printout of one of our distributor's web  
20 pages where they indicate some of the information that we  
21 gave them, which is technical aspects about the Wave  
22 rotors. And they show some of the pictures that we offer  
23 and we gave to our distributors of the Wave rotors. And  
24 then just applications, so that a regular customer can  
25 just go there and read about it and ...

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1           This is e-commerce. This is actually -- you  
2   could actually purchase this directly from them at this  
3   point.

4           Q. Okay. And this is a document that came out of  
5   your files?

6           A. I believe so, yeah. I mean ...

7           Q. So you would be monitoring any of your  
8   distributors who were --

9           A. We monitor them, more like police them from time  
10   to time to make sure that they follow the manufacturer's  
11   retail suggested price. So not only we want to make sure  
12   that they are talking about the Galfer Wave and the  
13   technology of the wave correctly, but we're also making  
14   sure that they're selling them at the sort of suggested  
15   pricing, you know.

16          Q. Okay.

17          MR. DALY: All right. Let's have marked as  
18   Exhibit 21, a multi-page document that appears to be --  
19   it looks like a collection of ads or catalog pages --

20          THE WITNESS: Yeah.

21          MR. DALY: -- that goes from G00185 through  
22   G00189.

23                 (The documents referred to above were marked  
24   by the Reporter as Exhibit 21 for identification and  
25   are attached hereto.)

1 BY MR. DALY:

2 Q. Okay. Can you tell us what Exhibit 21 is?

3 A. Exhibit 21 the first page G00185, it's one of  
4 our distributors, in this case it's MSR, which stands for  
5 Malcolm Smith Racing, where they're talking and showing  
6 applications of the Wave rotor. It has different  
7 pictures of our Wave rotors with, once again, some of the  
8 technical aspects of the Wave rotors, which we gave to  
9 them our patent number for the Wave rotors, which we also  
10 gave to them.

11 Page G00186. Same thing. One of our  
12 distributors, in this case White Brothers, to which we  
13 gave them the applications and the part numbers and they  
14 talk about the Wave rotors.

15 Q. And these are -- again, these are documents that  
16 came out of your files?

17 A. Correct.

18 Q. So these are examples of you monitoring what  
19 some of your distributors are doing?

20 A. Yes.

21 Same thing for page G00187, one of our  
22 distributors with our pictures on how we make the Wave  
23 rotors, how we laser cut them, how they work.

24 G00188 one of our distributors, Cycle Brakes.  
25 They list the Wave rotors, how they sell them and, you

1 know, their pricing and whatnot.

2 And G00189. Same thing. One of our  
3 distributors talking about the Galfer Wave rotors.

4 MR. DALY: Okay. Let's go off the record for a  
5 mind.

6 (Discussion held off the record.)

7 MR. DALY: Okay. Let's have marked as  
8 Exhibit 22 a multi-page collection of documents. It  
9 looks like kind of a wide variety of things. You know,  
10 it looks like pictures of advertising pages from  
11 magazines and -- you know, stories from magazines.

12 But anyway, it's been marked G00210 through  
13 G00233.

14 I should point out that some of these pages are  
15 duplex, so that there's writing on both sides.

16 (The documents referred to above were marked  
17 by the Reporter as Exhibit 22 for identification and  
18 are attached hereto.)

19 (Discussion held off the record.)

20 BY MR. DALY:

21 Q. Okay. Can you describe for me what Exhibit 22  
22 is?

23 A. Let's see. The first page is it's G00210. This  
24 is an advertising that we placed on a book that was being  
25 distributed at a trade show that we did in -- I believe

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1 it was a trade show in Las Vegas. It's the Dirt Expo.

2 So when we go to a trade show, we try to always  
3 advertise the company name and products on their books,  
4 you know, their exhibition books and listings. So this  
5 is one of them. And we talk --

6 Q. And in there you talk about the Wave --

7 A. Yes, we talk about the Galfer Wave rotors with a  
8 picture of the Wave rotors.

9 Q. And what time frame was that --

10 A. This show was 2003, September 2003.

11 Q. So I notice that that's handwritten on there; is  
12 that you that put that note on there?

13 A. Yeah. Yeah, that's when we went to the show.

14 Q. Okay.

15 A. G00211, it's a catalog -- a table -- excuse me,  
16 a table schedule, or like that, you know --

17 Q. Calendar?

18 A. Calendar, thank you.

19 With all the different pictures of our riders  
20 and whatnot. And this was a -- it's just another form of  
21 advertising that we give to our race teams, or, like, to  
22 our customers and they'll put on their table.

23 Q. So this was something that you would have  
24 distributed in advance of 2004, since it is a 2004  
25 calendar?



1 A. Probably, yeah.

2 Q. And that also includes promotion of the Wave --

3 A. Yeah, it says "Galfer Wave rotor," or "Wave  
4 Galfer."

5 Q. Okay.

6 A. G00212, prior to the trade show in Indianapolis  
7 there is always a book made once a year by different  
8 magazines. In this case, Motorcycle Product News, which  
9 is their once-a-year issue where they -- this issue, it's  
10 kept at all the shops and the distributorships as  
11 their -- the issue where you have all the contacts of  
12 everybody throughout the whole industry.

13 And in this case we always chose to have a  
14 half-page ad where we talk -- in this case, in this one  
15 in particular, we talk about the Galfer Wave rotors and  
16 our products and a picture of our rotors. So we do that  
17 every year. And in this case, this one, it's December of  
18 2001.

19 Q. Okay.

20 A. April 2002, there was an article by one of the  
21 magazines that talked about brakes in general. They  
22 usually -- they're -- they contact us or we contact them.

23 But in here they showed a picture of ours, which  
24 is something we give to them, and it says "Galfer new  
25 Wave rotor." And it says what we claim, you know,

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1 "It claims it outperforms conventional brakes."

2 This one of G00214 is just a picture of our  
3 products with an advertising.

4 Do I need to go one-by-one, or ...

5 Q. Well, if there's a way you can go through and  
6 generally characterize what's shown in the exhibit.

7 A. In -- this one, it's an article from a magazine  
8 that they did where they were testing a machine.

9 We were not involved on these tests at all. But  
10 then when they referred -- or when they took pictures of  
11 this braking system on this machine, they called it --  
12 they said that this machine was using Galfer Wave rotors  
13 and then they have a picture of our product. But we were  
14 not involved on this, though.

15 Q. So that's an example of a third-party  
16 recognizing your trademark?

17 A. Correct. Thank you. Yeah.

18 G00216, another advertising.

19 Same for 217, just another advertising.

20 Q. What time frame were those ads placed?

21 A. These would have to be '03 and '04. Between  
22 2003 and 2004."

23 July 2003, Dealernews, in this case, contacted  
24 us and they wanted to know a little bit about what  
25 exactly is this big buzz about the Wave rotors. I mean,

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1     why don't we talk a little bit about the technical  
2     aspects of the Wave rotors.

3                 So we did a full-page article with them where we  
4     told them what we knew about the Wave rotors and, you  
5     know, the title of the article was "Wave Theory" and so  
6     we talk about the wave theory, you know. So we've been  
7     recognized as those that know about the wave theory and  
8     technology.

9                 That's Exhibit G 00218.

10                Q.   Okay.

11                A.   219, another ad, another advertising with Galfer  
12     Wave rotors. That was in 2004, June.

13                G00220, another article in a magazine where they  
14     talk about the Galfer Wave rotors.

15                Q.   Okay.

16                A.   Also through 2004.

17                G00221, another article talking about the Galfer  
18     Wave rotors. In this case they contacted us and asked us  
19     all sorts of things.

20                I mean, there's two different sides always,  
21     whether we call them or they call us, you know. In this  
22     case, they called us and they wanted to know about the  
23     product itself so they ...

24                G00222. This is a mountain bike magazine.  
25     Their Internet group, you know, of where we talked about

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1 the Wave rotor technology and what's behind the design  
2 and ... so it's an article, once again, talking about the  
3 technology behind the Wave rotor, you know.

4 Q. And it uses the "Wave" trademark?

5 A. It does, yeah.

6 Q. Okay.

7 A. They called it in this case "wavy." So it --  
8 but when we talk, we're saying "wave," and when they're  
9 talking about it they say "wavy."

10 Q. Okay. Okay.

11 A. Then Exhibit G00224, again, articles, different  
12 tests.

13 We've gone out with some magazines like, for  
14 example, on the article on page number G00228, where  
15 we've actually gone out, installed everything on a  
16 machine and we've actually showed them how it worked and  
17 how it was able to drop temperature and the different  
18 claims that we make on our patent, we were able to  
19 actually prove them. So we go out and actually test  
20 things with the magazines themselves.

21 The last three pages, G00231, 232, and 233,  
22 these are things that we give to our distributor sales  
23 teams. When we -- one of the things that we do  
24 throughout the year is we'll go out and train our  
25 distributors, their sales team, we'll train them on how

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1 to sell Galfer Wave rotors and why is there a difference  
2 between a Wave rotor and a standard rotor. By  
3 "standard," I mean a regular round rotor.

4 And so we try to generate knowledge on their end  
5 so they can at that point go to the dealers and do that.

6 And in general when we do these, there's about  
7 a -- between a hundred and a hundred and fifty different  
8 reps, or account managers that they'll -- they'll be  
9 trained at a time.

10 So these are just pieces of paperwork and  
11 information that we share with them so that they can sell  
12 the product better.

13 Q. Okay. So that the collection of documents that  
14 we've put together as Exhibit 22, are those documents  
15 that you kept in your files?

16 A. Yeah. We keep those in our files, yeah.

17 Q. So this is examples you've collected of some  
18 representative ways that the "Wave" trademark has been  
19 used in the public?

20 A. Uh-huh, yes.

21 Q. Okay.

22 MR. DALY: Let's have marked as Exhibit 23 a --  
23 it looks like an advertisement that we've identified as  
24 G00223.

25 ///

///

ALESSANDRO MILESI

1           (The document referred to above was marked  
2 by the Reporter as Exhibit 23 for identification and  
3 is attached hereto.)

4 BY MR. DALY:

5           Q. Okay. Can you describe for us what Exhibit 23  
6 is?

7           A. It's an advertising or a flyer -- it's a  
8 photocopy of one, where we talk about the different types  
9 of -- this is only specifically to Wave rotors. And we  
10 talk about the different type of Wave rotors that we  
11 have. You know, just there's floating Wave rotors,  
12 there's standard non-floating, there are bolt-on  
13 replacements, oversize.

14           So, here we're talking about the different  
15 styles using the trademark Wave. And this would have  
16 been distributed to all our, again, dealers,  
17 distributors, retail customers.

18           And this was being used both in Spain and in  
19 Europe because I see that they're in English and in  
20 Spanish both.

21           Q. You mean both in Europe and the U.S.?

22           A. In Europe and the U.S., yes.

23           Q. Okay. And during what time frame would you have  
24 distributed this?

25           A. Well, I'm thinking probably any time after 2002,

ALESSANDRO MILESI

1 2003, this is -- this is out and about already. I would  
2 say 2002, 2003 is when we started giving this out.

3 Q. How many of those would you have distributed?

4 A. On an average, we always make about between  
5 1- to 2000 of them. I mean, it really depends. I don't  
6 know how many Galfer Spain would have printed of this  
7 since this is both languages, maybe they print more.

8 But in average we receive about 1- to 2000.  
9 That's the average that we will receive here in the  
10 states.

11 Q. And you would have distributed all of those?

12 A. Yeah. We always run out of these very quickly.  
13 Yeah, unfortunately.

14 Q. Okay.

15 MR. DALY: All right. Let's have marked as  
16 Exhibit 24 a document that appears to be a Galfer  
17 catalog. And the pages have been marked G00246 through  
18 G00254.

19 (The catalog referred to above was marked by the  
20 Reporter as Exhibit 24 for identification and is attached  
21 hereto.)

22 BY MR. DALY:

23 Q. Okay. And what is Exhibit 24?

24 A. It's another one of our catalogs.

25 This -- I can't tell you the exact year. Well,

1 I might be able to. It's another one of our catalogs  
2 where we showed the Galfer Wave rotors applications.

3 These, again, are distributed to our dealers  
4 throughout the course of our business year, you know,  
5 where we'll give them this.

6 And because of the dates that the catalog shows,  
7 having the oldest as being '98, I am guessing this was  
8 probably given through the beginning of -- oh, it says  
9 '99. Yeah, the beginning of '99. Throughout the whole  
10 '98 and '99 year.

11 Q. Okay. So this would have been the first catalog  
12 that you distributed that included the Wave rotors?

13 A. Yeah, yeah.

14 This clearly -- at this point what we were doing  
15 is we were selling -- the first Wave rotors we ever made  
16 were the ones that they were for trials motorcycles.

17 So one of the things that we did, we included a  
18 kit where we would offer a caliper, the Wave disk and the  
19 brake pads and the brake line. And in this catalog we're  
20 listing this, so ...

21 Yeah '98, '99. I mean, somewhere around there.  
22 2000, maybe.

23 Q. Okay. So you noted that it had a copyright date  
24 I guess of 1999, so you would have started distributing  
25 that in 1999?



ALESSANDRO MILESI

1 A. Yes.

2 What I noted is that it has -- I -- because we  
3 don't have the outside or the actual physical sample  
4 here -- I'm sure I have it at the office, but, I mean,  
5 the newest application in this is 1999, meaning there's  
6 no application shown in this catalog for 2000 and 2001,  
7 which it tells me this has to be a 1999 catalog.

8 Q. Okay.

9 A. Yeah.

10 Q. So when would you start distributing catalogs  
11 for the year 1999?

12 A. The beginning of the year of '99.

13 Q. Okay.

14 A. I mean, if the catalog was for whatever reason  
15 delayed, it could be -- but, I mean, it could be towards,  
16 you know, the beginning of the second quarter of the  
17 year, but --

18 Q. Do you recall when you would have begun  
19 distributing this in 1999?

20 A. No, I couldn't, no. No.

21 Sometimes what Galfer has done, too, if a  
22 catalog was delayed for whatever reason, they would just  
23 call it -- for example, we were using -- up to date 2004  
24 catalog was still being used a little bit right now. So  
25 sometimes we will push one a little bit forward and then

1 the other one a little bit later.

2 So if this was made in '99, it could have been  
3 used between '99 and 2000.

4 Q. Okay. But this would have been used during --  
5 at some time during 1999?

6 A. Yes, yes.

7 Q. Okay. And who would this have been sent to?

8 A. All our dealers, all our distributors. Anyone  
9 who wanted to purchase Galfer products and was in need of  
10 finding out part numbers and applications.

11 Q. And how was this prepared?

12 A. Galfer Spain would, like always, issue part  
13 numbers and they would forward them back out to us. And  
14 we would see if we had anything that was different from  
15 what they had. And if everything came out clear and  
16 there were any changes, we would do them, and then they  
17 would go ahead and do print. Galfer Spain would print  
18 them and send them to us.

19 Now, catalogs, a general rule of thumb, we would  
20 get between 2500 to 5,000 every year because this is  
21 something that people definitely need to have on their  
22 hands every year. I mean, it's not like a flyer, this is  
23 a selling tool.

24 Q. So people would actually use this to order the  
25 products?

1           A. Yeah, to order the products.

2           And if you see on page G00247, we show the  
3 different shapes and designs of the Wave. Since there is  
4 no pricing or anything, a lot of motorcycle shops, they  
5 will actually use this to show to their customers as  
6 they're standing in front of them, so they can tell them,  
7 "Look, this is how your rotor will look. This is what  
8 Galfer lists for your application."

9           Q. Okay. And once they had an order they'd call  
10 you to order the product?

11          A. Correct.

12          Q. Okay. Now, we've talked earlier about the fact  
13 that you displayed the Wave rotors beginning at a trade  
14 show in February of 1999. Have you -- or has Galfer  
15 appeared at subsequent trade shows?

16          A. Yeah.

17               We have an average of about, I would say, 40 to  
18 50 events that we do on a yearly basis, whether they're  
19 the magnitude of a big trade show such as the  
20 Indianapolis one, or whether they are small local road  
21 racing, or whichever events that we are either invited or  
22 we are going there to show and promote our product line.

23               So, yeah, we do that on a yearly basis and it's  
24 not just one trade show only.

25          Q. So beginning with February of 1999, have you

1 consistently promoted the Wave rotors at all of those  
2 shows since then?

3 A. Yes, we have, yeah.

4 Every time that we go to any of these events, we  
5 take everything, the whole product line, everything  
6 that's available. You know, I mean, it's our only means  
7 of promoting and marketing the brand.

8 Q. Okay. So -- and you definitely focus on the  
9 "Wave" trademark as part of that?

10 A. Yes.

11 Q. Okay. And we've also looked at a number of  
12 different advertisements and other kind of promotional  
13 literature. I mean, is that just a representative  
14 sample? Are there other things that you create to  
15 promote --

16 A. Well, these are just samples that I've given to  
17 you guys. I mean, we -- I have kept record of a lot of  
18 our advertising and all of the things that we have done.  
19 I don't keep very strict records of what other companies,  
20 such as distributors of ours, they will advertise, or --  
21 and how -- what they do to promote the products that they  
22 buy from me.

23 Q. Okay. But I guess it would be fair to say that  
24 there's a large number of print ads that go out that  
25 include use of the "Wave" trademark?

ALESSANDRO MILESI

1 A. Oh, yeah. Lots of them.

2 Q. Okay. And that has continued from the 1999 time  
3 frame up through the present?

4 A. Yes.

5 MR. DALY: Okay. Let's go off the record and  
6 see if there's ...

7 (Discussion held off the record.)

8 BY MR. DALY:

9 Q. Okay. So from the documents we've looked at,  
10 you began -- Galfer USA began selling rotors under the  
11 trademark "Wave" beginning at least as early as February  
12 of 1999?

13 A. Correct.

14 Q. And have you sold rotors using the "Wave"  
15 trademark from that time forward to the present?

16 A. Yes, we have.

17 Q. And was there any time period, you know, from  
18 February 1999 to today, when you ever didn't sell rotors  
19 with the "Wave" trademark?

20 A. Well, no.

21 We had to -- in 1999, we had regular rotors and  
22 then we had Wave, the new Wave rotors. And as time has  
23 gone by, we have completely stopped selling regular  
24 rotors and only sold Wave rotors.

25 Q. So Wave has become your primary trademark for

ALESSANDRO MILESI

1 rotors?

2 A. Yes. A hundred percent.

3 Q. Okay. And there wasn't any time frame when you  
4 stopped using that; you were always selling at least some  
5 rotors that had the "Wave" trademark on them?

6 A. Yeah, once -- once we started, it's been -- it's  
7 been nonstop.

8 MR. DALY: Okay. I don't think we have anything  
9 more.

10

11 (Whereupon, at 12:07 p.m.,  
12 the testimonial deposition of  
13 ALESSANDRO MILESI was concluded.)

14 -oOo-

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ALESSANDRO MILESI

1 STATE OF CALIFORNIA )  
2 )  
3 COUNTY OF LOS ANGELES ) ss.

4

5

6 I, ALESSANDRO MILESI, hereby certify  
7 declare under penalty of perjury under the laws of the  
8 State of California that the foregoing is true and  
9 correct.

10

11 Executed this 2ND day of March.

12 , 2005, at ENCINO ,

13 California.

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ALESSANDRO MILESI

ALESSANDRO MILESI

1 STATE OF CALIFORNIA )  
2 ) ss.  
3 COUNTY OF Los Angeles )

4 I, c. jane harman, CSR No. 5266, hereby certify that the  
5 witness in the foregoing deposition was by me duly sworn  
6 to testify the truth, the whole truth, and nothing but  
7 the truth in the within-entitled cause; that said  
8 deposition was taken at the time and place therein  
9 stated; that the testimony of said witness was reported  
10 by me, a Certified Shorthand Reporter and disinterested  
11 person, and was thereafter transcribed into typewriting,  
12 and that the pertinent provisions of the applicable code  
13 or rules of civil procedure relating to the notification  
14 of the witness and counsel for the parties hereto of the  
15 availability of the original transcript of the  
16 deposition for reading, correcting, and signing have  
17 been met. The adverse party was not present.

18 And I further certify that I was not disqualified  
19 as specified in Rule 28 of the Federal Rules of Civil Procedure;  
20 I am not a relative or employee of a party, a relative or employee  
21 of an attorney or agent of a party, or interested, directly or  
22 indirectly, in the interference either as counsel,  
23 attorney, agent, or otherwise.

24 DATED: 2/24/05 *c. jane harman*  
25 c. jane harman, CSR No. 5266



1 STATE OF CALIFORNIA )  
2 )  
3 COUNTY OF LOS ANGELES )

4

5 I, Lynne Cross A COURT REPORTER,  
6 AUTHORIZED TO GIVE OATHS, IN AND FOR THE STATE OF  
7 CALIFORNIA, DO HEREBY CERTIFY:

8 THAT ON THE 2ND DAY OF March, 2005  
9 BEFORE ME PERSONALLY APPEARED Alessandro Milesi,  
10 THE WITNESS WHOSE DEPOSITION APPEARS HEREINBEFORE;

11 THAT SAID WITNESS WAS BY ME DULY ADVISED OF  
12 THE RIGHT TO MAKE SUCH CHANGES AND CORRECTIONS IN  
13 THE WITHIN DEPOSITION AS MIGHT BE NECESSARY IN ORDER  
14 TO RENDER THE SAME TRUE AND CORRECT;

15 THAT SAID WITNESS STATED TO ME THAT THE SAME  
16 DEPOSITION HAD BEEN READ TO OR BY SAID WITNESS, AND  
17 HAVING MADE SUCH CHANGES AND CORRECTIONS AS WERE  
18 DESIRED THEREUPON, SUBSCRIBED AND SWORE TO THE SAID  
19 DEPOSITION IN MY PRESENCE.

20 IN WITNESS WHEREOF, I HAVE HEREUNTO  
21 SUBSCRIBED MY NAME THIS DATE ABOVE WRITTEN.

22

23

24

25

Lynne Cross  
COURT REPORTER  
CSR #4908

1

## ERRATA SHEET

2	PAGE	LINE	CHANGE CORRECTION
3	11	4	LASER cutting rotors (in the USA)
4	71	5	To make a "BRAKE"
5	14	12	NOT SRI BUT SRL
6	48	15	NOT 2005 BUT 2002
7	54	8	It's the 2003 "Brake Catalog" update ----
8	67	9	WE WERE NOT INVOLVED IN "THIS" test". (NOT PLURAL)
9	70	2	STANDARD "ROUND" ROTOR
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## ERRATA SHEET

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## ERRATA SHEET

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## ERRATA SHEET

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Opposition No. 91159338

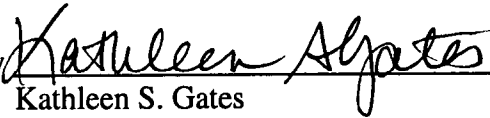
Docket No. 110.2\*1/TJD/G480

**CERTIFICATE OF SERVICE**

I certify that on January 24, 2005, the foregoing **NOTICE OF TESTIMONIAL DEPOSITION** is being served by facsimile and by depositing with the United States Postal Service by first-class mail addressed to:

Michael J. Hughes  
Intellectual Property Law Offices  
1901 South Bascom Avenue, Suite 600  
Campbell, California 95008

By



Kathleen S. Gates  
Christie, Parker & Hale, LLP  
P.O. Box 7068  
Pasadena, CA 91109-7068

BLY PAS604496.1-\*01/24/05 2:33 PM

HOME

WHAT'S NEW

ABOUT  
GALFER

PRODUCTS

DISTRIBUTORS

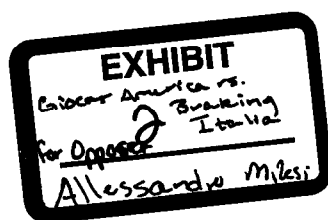
WELCOME

O.E.M.

OPINIONS

HOT LINKS

created by QUEST





**Updated on 2/25/98 - lots of new  
stuff !**



## New stuff at Galfer...

### Dear Friends

**For the past four years GALFER BRAKING SYSTEMS has been successfully marketing the full line or race oriented High quality products in the US. Today we are manufacturing some of our products here in the US and we plan on expanding even more.**

**To all of those that have been with us since day one, and to all of those that have just started to discover and try our brand products, we would like to extend a big thank you for your loyalty and for your interest on us . We will strive our best to continually keep formulating the most advanced braking components in the industry , keep your eyes open, the best has yet to come !!!!**

**Thanks again to all of you out there...**



**W. Germany T.Ü.V seal of approval**



## New products

### The WAVE Rotor



BR03 GH



CALIPERS



KNEE PADS

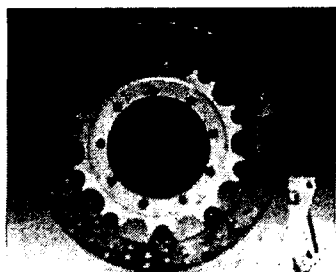
- ☐ New Universal lines KITS by Galfer feature a brake line with two female ends and endless possibilities in fitting settings . From a straight to a 90 degree banjo or a three way hose fittings line,

GALFER POWER HOSES HAVE YOU



COVERED!!!

- ☐ Rotors new oversized and Harley rotors

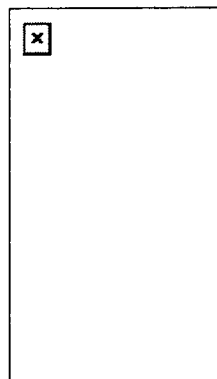


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**GALFER DISC BRAKES OVERSIZED | GALFER DISC BRAKES HARLEY**

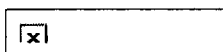
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**We are going to  
update this page  
frequently. Please  
come back and visit  
us**



If you have any comments about our products please send an e-mail to [Galfer@silcom.com](mailto:Galfer@silcom.com)

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**GIOCAR AMERICA INC. GALFER-USA**

**310, Irving Ave  
Oxnard, CA 93030**

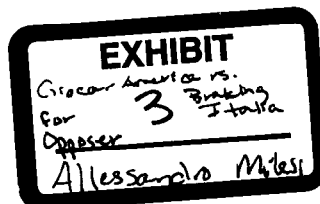
DATE	INVOICE NO.
2/17/1999	8019

BILL TO	SHIP TO
BELLEVUE SUZUKI DUCATI 13800 BELL RED ROAD BELLEVUE, WA 98005 206-7477360	BELLEVUE SUSUKI DUCATI 13800 BELL RED ROAD BELLEVUE, WA 98005 206-7477360

**PAID**

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
6945	10 DAYS	2/27/1999	S03	2/17/1999	UPS 2ND DAY	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
3	FK003D15	LINE KIT DUCATI 900SS ALL (2 LINES)	CLEAR	60.00	180.00
1	FK003D115C	LINE KIT DUCATI MONSTER 750 COMPL. 4 LINES	CLEAR	90.00	90.00
1	DF802001371	ROTOR 185 WAVE Montesa Gas-Gas Front		50.66	50.66
		SUBTOTAL			320.66
	DISCOUNT 10%	DISCOUNT		-10.00%	-32.07
	FREIGHT	FREIGHT 2ND DAY		9.00	9.00



PLEASE SEND CHECK	<b>Total</b>	\$297.59
	<b>Balance Due</b>	\$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00001

**GIOCAR AMERICA INC. GALFER-USA**

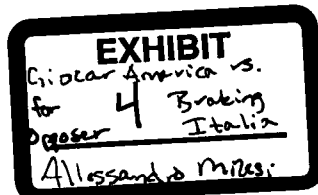
**310, Irving Ave  
Oxnard, CA 93030**

DATE	INVOICE NO.
2/24/1999	8091

BILL TO	SHIP TO
SCOTT GASSER 2228 WILSHIRE BLVD. FORT WORTH, TX 76110 (817)291-2525	SCOTT GASSER 2228 WILSHIRE BLVD. FORT WORTH, TX 76110 (817)291-2525

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
6835	CRED CARD	2/24/1999	SM	2/24/1999	UPS 2ND DAY	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
1	DF802001371	ROTOR 185 WAVE Montesa, Gas-Gas Front		75.00	75.00
1	DF803001371	ROTOR 130 WAVE Montesa, Gas-Gas Rear		65.00	65.00
	FREIGHT	FREIGHT		14.00	14.00
1	GLOVES	GLOVES			0.00
4	STICKERS			0.00	0.00



Thank you!

**Total** \$154.00

**Balance Due** \$0.00

TRADE SECRET/  
COMMERCIAL  
SENSITIVE

G00002

**GIOCAR AMERICA INC.GALFER-USA**

**310, Irving Ave  
Oxnard, CA 93030**

DATE	INVOICE NO.
3/4/1999	8170

BILL TO	SHIP TO
<b>RYAN YOUNG SUPERSTORE</b> 6327 Midland Industrial Drive Shelbyville Ky 40065 (800)607-8742	<b>RYAN YOUNG SUPERSTORE</b> 1234 WEST BROADWAY LOUSVILLE ,KY 40203

**PAID**

P.O. #		TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
FAX MARCH 1		COD	3/14/1999	S03	3/4/1999	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
10	KT5011000	KIT Trial Calip.Rotor,Pads Front Gas-Gas-Montesa Scorpa,Fantic		105.70	1,057.00
6	KT5022004	KIT Trial Calip.Rotor,Pads Rear Gas-Gas		105.70	634.20
2	KT5022003	KIT Trial Calip.Rotor,Pads-Rear Montesa		105.70	211.40
10	FD065G1805	BRAKE PADS TRIAL		7.56	75.60
10	FD210G1805	BRAKE PADS CALIPER GALFER 4 PISTON		9.17	91.70
1	DF802001371	ROTOR 185 WAVE Montesa,Gas-Gas Front		37.53	37.53
1	DF803001371	ROTOR 130 WAVE Montesa,Gas-Gas Rear		34.38	34.38
	COD	COD		5.00	5.00
	FREIGHT	FREIGHT		37.00	37.00
		B/O:			
		KT5042004 4 UN.			
		DF802 7 UN.			
		DF803 7 UN.			
		SUPER DOT 4 6 UN.			

Thank you!		Total	\$2,183.81
		Balance Due	\$0.00

TRADE SECRET/  
COMMERCIAL  
SENSITIVE

G00003

**GIOCAR AMERICA INC.GALFER-USA**

**310, Irving Ave  
Oxnard, CA 93030**

DATE	INVOICE NO.
3/15/1999	8259

BILL TO	SHIP TO
RISING SUN IMPORTS 702 1ST EAST ST. EARL PARK, IN 47942 219-4746636	RISING SUN IMPORTS 702 1ST EAST ST. EARL PARK, IN 47942

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
295912	COD	3/25/1999	DT	3/15/1999	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
1	DF802001371	ROTOR 185 WAVE Montesa, Gas-Gas Front		37.53	37.53
	COD	COD		5.00	5.00
	FREIGHT	FREIGHT		7.00	7.00
Thank you!		<b>Total</b>		\$49.53	
		<b>Balance Due</b>		\$0.00	

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00004



**GIOCAR AMERICA INC.GALFER-USA**

**310, Irving Ave  
Oxnard, CA 93030**

DATE	INVOICE NO.
6/24/1999	9125

BILL TO	SHIP TO
EURO SPORT 510 ALTER BROOMFIELD , CO 80020 303-465-2848	EURO SPORT 510 ALTER BROOMFIELD , CO 80020

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
402	COD	7/4/1999	S03	6/24/1999	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
1	DF802001371	ROTOR 185 WAVE Montesa, Gas-Gas Front		46.00	46.00
1	DF803001371	ROTOR 130 WAVE Montesa, Gas-Gas Rear		51.00	51.00
	COD	COD		5.00	5.00
	FREIGHT	FREIGHT		6.00	6.00

Thank you!	<b>Total</b>	\$108.00
	<b>Balance Due</b>	\$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00005

**GIOCAR AMERICA INC.GALFER-USA**

**310, Irving Ave  
Oxnard, CA 93030**

DATE	INVOICE NO.
7/16/1999	9318

BILL TO	SHIP TO
<b>RYAN YOUNG SUPERSTORE</b> 6327 Midland Industrial Drive Shelbyville Ky 40065 (800)607-8742	<b>RYAN YOUNG SUPERSTORE</b> 1234 WEST BROADWAY LOUISVILLE ,KY 40203

**PAID**

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
FAX7/16/99	COD	7/26/1999	DT	7/16/1999	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
5	FD123G1805	BRAKE PADS TRIAL		7.91	39.55
5	KT5011000	KIT Trial Calip.Rotor,Pads Front Gas-Gas-Montesa Scorpa,Fantic		105.70	528.50
10	DF802001371	ROTOR 185 WAVE Montesa,Gas-Gas Front		37.53	375.30
20	FD065G1805	BRAKE PADS TRIAL		7.56	151.20
20	FD210G1805	BRAKE PADS CALIPER GALFER 4 PISTON		9.17	183.40
2	KT5022003	KIT Trial Calip.Rotor,Pads-Rear Montesa		105.70	211.40
2	KT5031004	KIT Trial Calip.Rotor,Pads Front Beta		105.70	211.40
6	FD210G1054	BRAKE PADS CALIPR PF1 SEMI-METALLIC	SPONSO R'99	0.00	0.00
2	FK003-CUSTOM	FRENOKIT CUSTOM SPECIAL		24.00	48.00
	COD	COD		5.00	5.00
	FREIGHT	FREIGHT&HAND.		30.00	30.00
	DISCOUNT			-75.00	-75.00

Thank you!

**Total** \$1,708.75

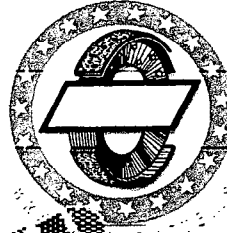
**Balance Due** \$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00006

**GIOCAR AMERICA INC.GALFER-USA**

**57 W MacFarlane  
Ventura, CA 93001**



DATE	INVOICE NO.
12/14/1999	11987

BILL TO	SHIP TO
STARTING LINE PRODUCTS 743 IONA ROAD IDAHO FALLS ,ID 83401 (208)529-0244	STARTING LINE PRODUCTS 743 IONA ROAD IDAHO FALLS ,ID 83401 (208)529-0244

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
	30 DAYS	1/13/2000	DT	12/14/1999	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
10	DF7480W1371 FREIGHT DISCOUNT 40%	BRAKE DISC WAVE STARTING LINE FREIGHT&HAND. FROM SPAIN DISCOUNT IN FREIGHT FROM GIOCAR		38.10 168.75 -40.00%	381.00 168.75 -67.50

Thank you!

**Total** \$482.25

**Balance Due** \$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00007

**GIOCAR AMERICA INC.GALFER-USA**

**57 W MacFarlane  
Ventura, CA 93001**

DATE	INVOICE NO.
11/16/2001	19364

BILL TO	SHIP TO
STARTING LINE PRODUCTS 743 IONA ROAD IDAHO FALLS ,ID 83401 (208)529-0244	STARTING LINE PRODUCTS 743 IONA ROAD IDAHO FALLS ,ID 83401 (208)529-0244

**PAID**

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
	30 DAYS	12/16/2001	DT	11/16/2001	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
288	DF7470W1371	SNOWMOBILE DISC WAVE SLP		36.75	10,584.00
201	DF7490W1371	SNOWMOBILE WAVE DISC		36.75	7,386.75
114	FD126G1054	BRAKE PADS CARBON -KEVLAR		16.21	1,847.94
50	FD182G1054	BRAKE PADS C-K WILWOOD CALIPER		16.21	810.50
					0.00
60	FD264G1054	BRAKE PADS CARBON METALLIC SNOW		16.21	972.60
	FREIGHT	FREIGHT&HAND. YELLOW FREIGHT.....		350.00	350.00
				<b>Total</b>	\$21,951.79
				<b>Balance Due</b>	\$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00008

**GIOCAR AMERICA INC.GALFER-USA**

**57 W MacFarlane  
Ventura, CA 93001**

DATE	INVOICE NO.
9/26/2000	14854

BILL TO	SHIP TO
STEVE HEMER 1410 SOUTH 66TH DRIVE PHOENIX AZ 85043 623-936-1318	STEVE HEMER 1410 SOUTH 66TH DRIVE PHOENIX AZ 85043 623-936-1318

**PAID**

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
	CRED CARD	9/26/2000		9/26/2000	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
2	DF320CW1371	BRAKE DISC WAVE 320	WAVE	250.00	500.00
2	FD156G1532	BRAKE PADS KEVLAR RACE USE ONLY USE ONLY GALFER COMPOUNDS, NO WARRANTY IF OTHER BRAKE PADS ARE USED IN COMBINATION WITH THESE ROTORS.			0.00
	FREIGHT	FREIGHT&HAND.		12.00	12.00

Thank you!

**Total** \$512.00

**Balance Due** \$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00009

**GIOCAR AMERICA INC.GALFER-USA**

**57 W MacFarlane  
Ventura, CA 93001**

DATE	INVOICE NO.
2/13/2002	20402

BILL TO	SHIP TO
<b>RICCI MOTOSPORT</b> 22626 87TH AVE S.E #3 WOODINVILLE WA 98072 425-424-3888	<b>RICCI MOTORSPORTS</b> 22626 87TH AVE S.E. #3 WOODINVILLE WA 98072 425-424-3888

**PAID**

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
4654	25 DAYS	3/10/2002	DT	2/13/2002	UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
6	DF320CW1371	BRAKE DISC WAVE 320		164.50	987.00
2	DF3390W1371	DISC BRAKE SUZUKI GSXR600 2000 REAR WAVE		63.00	126.00
	FREIGHT	FREIGHT&HAND.		12.00	12.00

			<b>Total</b>	\$1,125.00
			<b>Balance Due</b>	\$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00010

**GIOCAR AMERICA INC.GALFER-USA**

**57 W MacFarlane  
Ventura, CA 93001**

DATE	INVOICE NO.
4/3/2002	21245

BILL TO	SHIP TO
K&K ATV SHAWN KIRBY 641 DANIEL SHAYS HWY BELCHERTON MA 01007 413-323-7044	K&K ATV SHAWN KIRBY 641 DANIEL SHAYS HWY BELCHERTON MA 01007 413-323-7044

P.O. #	TERMS	DUE DATE	REP	SHIP DATE	SHIP VIA	Agent
	COD	4/13/2002	DT		UPS	

QTY	ITEM	DESCRIPTION	COLOR	RATE	AMOUNT
10	FK003D275-3	LINE KIT RAPTOR FRONT , 3 LINE	+3"	55.00	550.00
10	FK003D145-3	BANSHEE 3 LINE KIT FRONT	+3"	55.00	550.00
20	FK003D146-3	TRX 250 FRONT 3 LINE KIT	+3"	55.00	1,100.00
20	FK003D261-3	EX 400 HONDA FRONT , 3 LINE KIT	+3"	55.00	1,100.00
20	FK003-CUST. C	FK003-CUST. CRIMP COMPLETE 2 LINE KITS BANJO RECTO / RECTO OA " 55 1 -9B 2 8B 7 WASHERS		55.00	1,100.00
20	FK003D009B	DOUBLE BANJO BOLT M125			0.00
40	FK003D008B	BANJO BOLT 10x125			0.00
6	DF476001371	DISC BRAKE YAMAHA BANSHEE		62.00	372.00
6	DF013001371	DISCBRAKE REAR EX 400 REAR		62.00	372.00
10	DF0130W1371	DISC BRAKE HONDA CBR600FII 2000 WAVE REAR		69.00	690.00
	FREIGHT	FREIGHT&HAND.		45.00	45.00
	COD	COD THIS SHOP HAD AN EXISTING CREDIT ADN THE COD SHOLULD ONLY BE FOR \$2013.00		6.00	6.00
<b>Total</b>					\$5,885.00
<b>Balance Due</b>					\$0.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00011





# Dealernews

Vol. 35, No. 7

THE VOICE OF THE POWERSPORTS VEHICLE INDUSTRY

EXHIBIT  
G. Bear America vs.  
For ~~Italy~~ Italy  
Alessandro Milesi

G00234

★  
MANSTAR  
MVG  
publication

• Michelin  
• Yamaha

# PRODUCTS

## New Rotor Is (A) Swell

Coca-Cola's old "Catch The Wave" jingle may very well be heard in calls at Galfer USA these days. The company's latest breakthrough, a laser-cut rotor system, is called the Wave and just might catch the attention of your customers. These rotors are lighter than stock and, due to a precision cutting technique, also achieve increased friction coefficients while operating at cooler temperatures, according to the manufacturer. The Wave is designed to allow fresh air into the system as the rotor turns. The result is a lower pad temperature and what Galfer calls a "self-cleaning action."

**Value Of The Product:** New rotor might have your customers doing the Wave

**Suggested Initial Order:** No minimum

**Dealer Margin:** 40%

**Inventory Turns:** Varies

**Marketing Tips:** Mount on a shop bike or display in a parts showcase

**Contact:**

Galfer USA

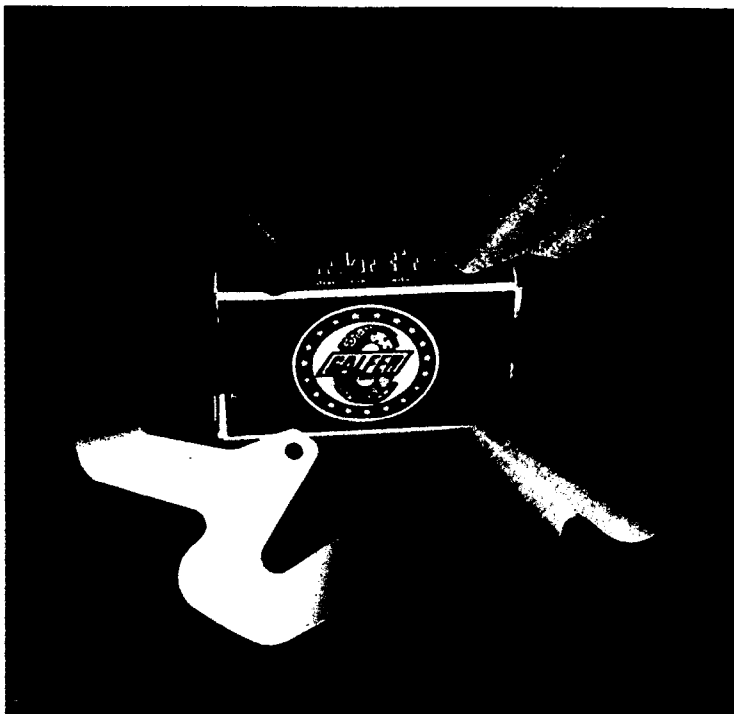
5788 Dawson Ave.

Goleta, CA 93117

(800) 685-6633

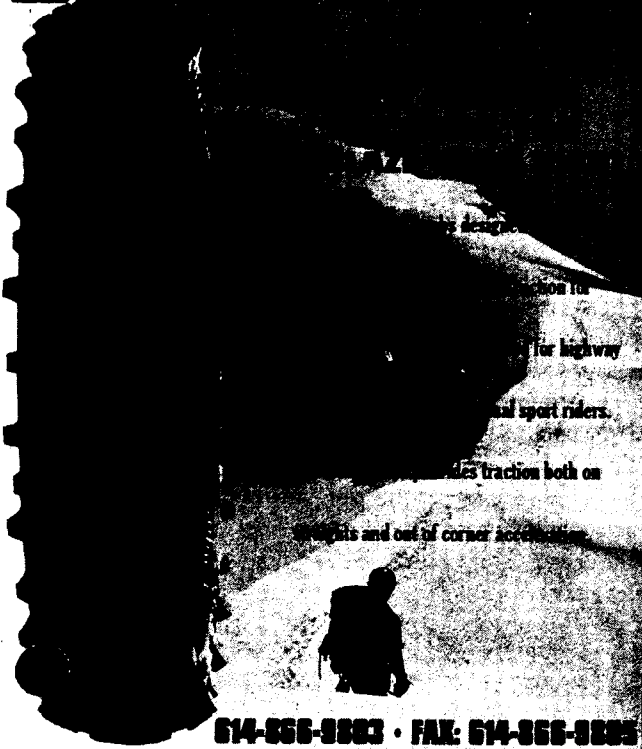
FAX (805) 683-6102

[www.silcom.com/~galfer](http://www.silcom.com/~galfer)



Follow the  
Go instead where

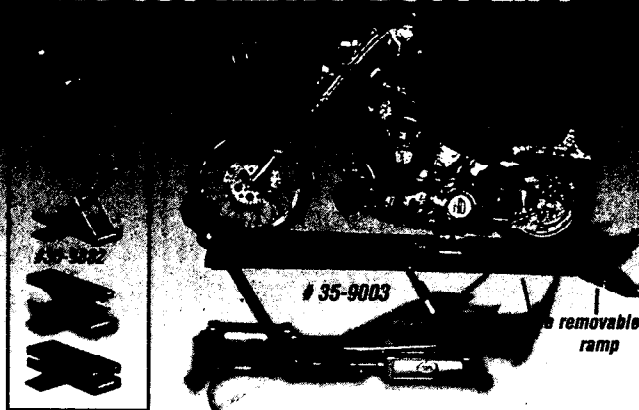
With this  
**IK**



614-866-8883 • FAX: 614-866-8885

CIRCLE 32 ON READER ACTION CARD

## MC 500 HEAVY-DUTY LIFT



**K&L Supply Co.**

1040 Richard Ave. Santa Clara, CA 95050

Tel: 408-727-6767 Fax: 408-727-4842

CIRCLE 33 ON READER ACTION CARD

# BRAKING

## POWER UNDER CONTROL

-- FAXMESSAGE --

DA: FROM:	BRUNO GREPPI	A: TO:	INDUSTRIAS GALFER S.A.
DATA: DATE:	JULY 21, 1999	ALLA C.A.: ATT.:	GIORGIO MILESI
PAGINE PAGES:	1	FAX:	0034/93/3091024
OGGETTO: DISCHI WAVE SUBJECT:			

Per mancata ricezione Vi preghiamo di contattarci per telefono o fax.  
Should this fax not arrive well, please contact us either by phone or fax.

Caro Giorgio,

vorrei non doverti scrivere per fax, ma dopo quello che vedo scritto su "Motorcycles Dealer News" del mese di luglio mi vedo costretto a farti una tirata di orecchia.

Tengo a precisarti che in Europa e più precisamente alla fiera di Monaco del 1998, a Barcellona del 1999 e alla prossima fiera di Milano in Settembre, l'innovazione tecnologica dei dischi tipo wave è stata pubblicizzata dalla Industries Galfer e dalla Braking International come collaborazione sia per l'invenzione che per il brevetto. Da te mi aspettavo che facessi lo stesso, visto che eri a conoscenza di tutto ciò, anche se a me non sembrava il caso di pubblicizzare dei dischi che per ora non hanno futuro come ricambio, visto che, come sai, non sono ancora stati sufficientemente testati.

La Braking singolarmente non ha mai spinto questo tipo di disco per i seguenti motivi:

- 1° per tutte le rotture che abbiamo avuto;
- 2° per non farci bella agli occhi di tutti gli americani come primi ad avere inventato un disegno nuovo;
- 3° i problemi con Ludo mi avevano indotto a non inserire prodotti nuovi sul mercato USA che in ogni caso non avrei presentato visto anche i problemi avuti durante le prove;
- 4° probabilmente con questo hai innescato negli USA:
  - a) una nuova richiesta di dischi (wave) senza essere pronto a consegnare;
  - b) i vari concorrenti P.M. ed E.B.C. in testa sono a conoscenza di quello che abbiamo in mano e che fino ad ora però avevamo fatto in sordina. Non sanno nulla del brevetto perché non ne hai parlato, ed in ogni caso voglio vedere come faranno a sostenerlo con un'estensione negli USA non ancora registrata. Nel caso in cui uno di questi due ce lo copi, anche se volendo potremmo far valere tutti i diritti, voglio vedere il tempo ed i soldi che butteranno prima di arrivare a fermarli.

In poche parole, per me, hai fatto una cazzata!! Non eravamo pronti ad andare sul giornale come pubblicità!! Se avessimo messo il disco wave sui ns. cataloghi o li avessimo fatti usare da diversi piloti, allora poteva sembrare una trovata senza futuro. In questo modo noi avremmo avuto il tempo per sviluppare fino in fondo questo progetto. Però a te non è bastato!! Hai voluto essere il primo!! Poi sinceramente non potevi dire di avere a disposizione questi dischi solo per le Polaris Snowmobile e per i trial? Dovevi proprio dar da intendere che li hai per tutti i modelli? Questa è una gran farsa!! Per ultimo ti ricordo che Motion Pro e Chris Carter non sono Ludovic.

Ciao Bruno

BRADING International S.r.l. - Via Giotto, 32 - 20048 Carate Brianza - Italy  
Phone +39.0362.993300 Fax +39.0362.993301

Mod.065 Rev.0

EXHIBIT

Givcar America vs.  
for Braking  
Opposer Italia  
Albasandri Milesi

CONFIDENTIAL

G00105

## -- FAXMESSAGE --

DA: FROM:	EXPORT DEPARTMENT	A: TO:	BRACING USA
DATA: DATE:	JULY 21, 1999	ALLA C.A.: ATT.:	KEVIN VELTFORT / CHRIS CARTER
PAGINE PAGES:	3	FAX:	001/650/3290856
OGGETTO: <b>FAX SENT TO GALFER USA</b>			
SUBJECT:			

Per mancata ricezione Vi preghiamo di contattarci per telefono o fax.  
Should this fax not arrive well, please contact us either by phone or fax.

Dear Kevin and Chris:

Here below you'll find the translation of the attached fax we sent to Galfer USA:

Dear Giorgio, I wished I would not have to write you certain kind of faxes, but after having seen Motorcycle Dealer News of July, I'm forced to pull your ears!

I have to specify that in Europe (exactly at the Munich Motorshow 1998, Barcelona Motorshow 1999 and the next Milan Motorshow) the technical innovation of the wave discs has been advertised by Industrias Galfer and Bracing International in cooperation whether the invention as the patent. From you I expected you would do the same, considering that you knew about all this. My opinion is that I don't think it's the event to advertise discs which up to now don't have any future as spare part, because the testing we have been doing is not sufficient yet. Bracing itself didn't ever push this kind of disc, because:

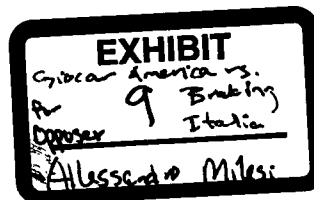
1<sup>st</sup>) of all the breaks we had

2<sup>nd</sup>) we did not want to boast about it in front of all Americans as the first ones to have invented a new disc without mentioning Galfer as partner of the patent.

3<sup>rd</sup>) of the problems with Ludo, they lead me to add new products on the American market, which in any case would not have been introduced due to its various problems during the testing.

4<sup>th</sup>) probably with this action you triggered the following in the USA:

- a- a new request for wave discs without having these in prompt delivery
- b- the various concurrents P.M. and EBC in top now know about it; (up to now we did everything mute of what we have in hand; they do not know anything about the patent, because you did not talk with them about it and in any case I'd like to see how we are going to support it until we don't have the registered extension for the United states yet. Should one of them copy this disc, although we would assert our rights, I would like to know how many time and money we will have to throw away before stopping them.



**BRACING International S.r.l.** - Via Giotto, 32 - 20048 Carate Brianza - Italy

Phone +39.0362.993300 Fax +39.0362.993301

**-- FAXMESSAGE --**

*In few words I think you really did a stupid thing!! We weren't ready to advertise in a magazine!! If we would have put these discs on our catalogues and would have let some riders of teams use them then it would have appeared a trick without any future. That way we would have had enough time to develop this project correctly. But this did not do for you!!! You wanted to be the first one!!*

*Then sincerely, you could not say you only have these discs available for the Polaris Snowmobile. What about Trial? And did you really need to let appear you have these discs for all models? This is a real falseness!*

*Last but not least, remember that Motion Pro and Chris Carter aren't Ludovic!*

Regards,

Bruno

If there are some sentences of my translation which are not understandable, then please contact me so I'll explain them with my own words by phone.

Thanks for your attention.

Best regards,

Anita Peters  
Export Department

GIOCAR AMERICA INC.GALFER-USA

57 W MacFarlane  
Ventura, CA 93001

# Purchase Order

DATE	P.O. NO.
4/23/2001	1312

VENDOR	
7 DOG,LLC 8354 CATAWABA COVE RD. BELMOND , NC 28012 704-583-3109	GIOCAR AMERICA INC.GALFER-USA 57/67 W.McFARLANE VENTURA ,CA 93001 FAX (805)653-5016 PHO(805)653-5012 E-MAIL: galfer@silcom.com

TERMS	EXPECTED	SHIP VIA	FOB
30 DAYS	5/21/2001		

ITEM	DESCRIPTION	QTY	UNIT PR...	Expected	AMOUNT
DF320CW1371	BRAKE DISC WAVE 320	6	105.00		630.00
<div data-bbox="509 1640 829 1839" data-label="Text"> <p><b>EXHIBIT</b> GioCar America vs. for 10 Braking Oppose Italia Alessandro mrless</p> </div>					
<b>Total</b>					\$630.00

TRADE SECRET/  
COMMERCIALY  
SENSITIVE

G00102

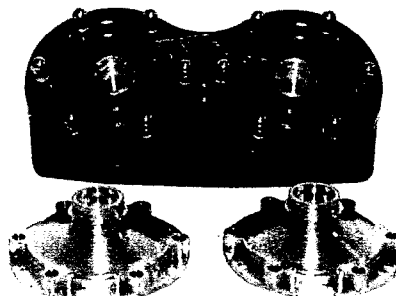
# The Next Century

## V-Force Delta 2 Reeds:

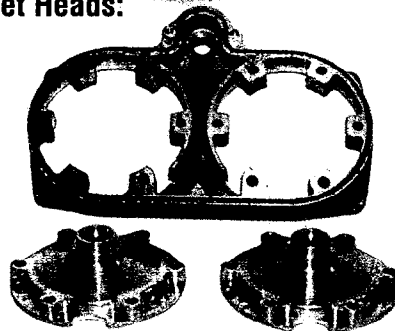
new design for improved horsepower and throttle response.



## SLP Power Dome Billet Heads:

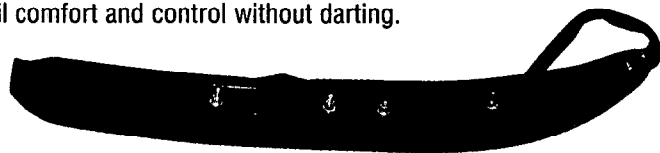


Styled Billet Cover



"Cheater Style"

**ULTRA-LITE™** Straight Line Tracking **SLP** Skis:  
Trail comfort and control without darting.



**XPT Oil:**  
Protect your investment.

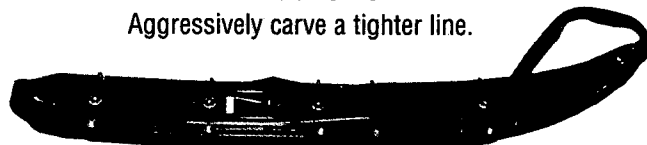


## Justin Moeller #39

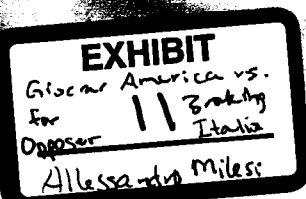
Winner of Improved Stock 700 at the  
World Championship Hillclimb  
at Jackson Hole, Wyo.

## Tri-Keel Skis:

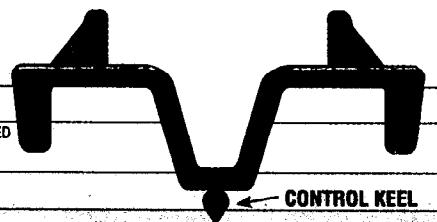
Aggressively carve a tighter line.



**Brake Kits:**  
Premium braking power.  
All new patented "Wave" Rotor



SOFT SNOW, 3" DEEP  
OR MORE  
AVERAGE HARD PACKED  
OR GROOMED TRAILS  
HARD SNOW  
ICE



Call or write  
for FREE Catalog!

Standards

**Starting  
Line Products, Inc.**

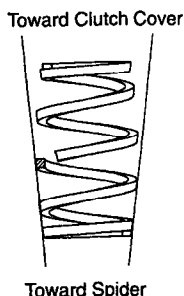
743 IONA RD. IDAHO FALLS, ID. 83401 (208) 529-0244  
See Us on the Web! <http://www.startinglineproducts.com>

G00152

## Service & Tuning Notes continued...

### Correct Polaris Almond Drive Clutch Spring Installation

Take a close look at the Polaris square wire almond drive clutch spring and you will notice that the coils are tapered. Lay a straight edge along the length if in question. This spring must be installed with the tapered end towards the spider or premature wear will occur to the clutch and or spring.



### Using Belt Compounds as Tuning Aid

There are many instances where you

can use a harder or softer drive belt to raise or lower your engine operating rpm in a pinch. For example, let's say your Arctic Cat has a 0627-020 hard compound drive belt as standard issue. You've got the sled jetted and dialed, and now on a cold morning you're pulling 200 RPM over your target rpm. Drop in the softer 0627-021 drive belt, same size and dimension, and the softer compound will pull the engine rpm down.

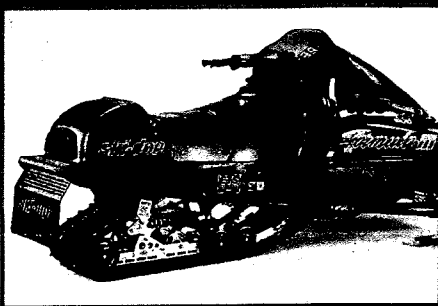
Polaris also has soft and hard compound belts to choose from, and many times you'll find aftermarket belts spin at a slightly different RPM than stock. The Gates Extreme drive belts typically will spin a bit higher rpm due to their harder compound. Typically you'll also find that the softer belts are not as able to withstand high horsepower for extended periods, so the belt life may be

less. Knowing the options you have available can help you tune your clutches at times you don't have the time or the parts to make the normal adjustments.

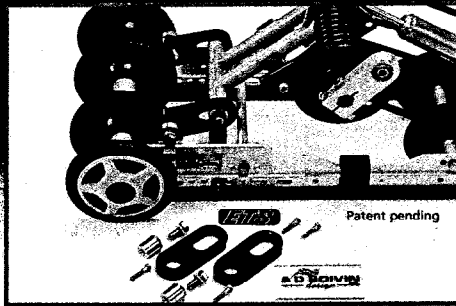
### Improving Fuel Economy on '99 RMK 600 & 700

If you experience poor fuel economy on a '99 RMK 600 or 700, you can replace the pilot jet and jet needle. On the '99 600 RMK replace the 50 pilot jet with a 48 AND replace the R1367G needle (clip at position #2) with a R1368J needle (clip at position #3). For the '99 700 RMK, change the pilot jet from a 48 to a 45 and replace the R1368G needle (clip at #2) with a R1369J needle (set clip to position #3). See your Polaris dealer for part numbers and pricing.

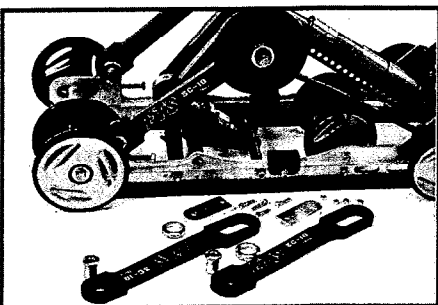
## Looking for the latest technology?



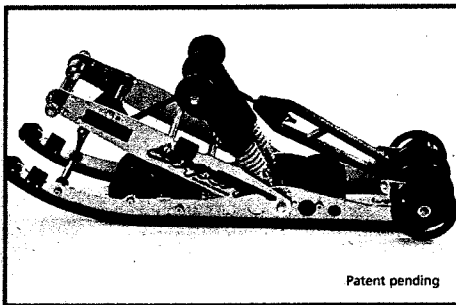
**ETS C-7 upgrade kit**  
for Ski-Doo® C-7 rear suspension (1994-1996).



**ETS upgrade kit**  
for Arctic Cat® rear suspension with TSL™.



**ETS SC-10 Upgrade kit** for Ski-Doo® SC-10 rear suspension with 121" track and ACM device.



**Expert™ suspension** for all 121" tracks.  
Multiple length extended rails available for long tracks.

The beginning  
of a new generation  
of suspension design

Engineered for  
comfort smoothness and  
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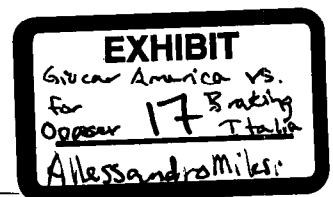
NOTE: Ski-Doo is a registered trademark of Bombardier Inc. Arctic Cat and TSL are trademarks of Arctic Cat Inc.



**Brake Discs**

cont...

- Made of High carbon content stainless steel, unique for providing a high level of friction, and a good heat dissipation.
- Specifically design for high speed Racing, performing very well on the road.
- Cad CAM laser cut, first the metal sheets pass a stress relieve process, and then we laser cut them, this makes the product perfectly flat .
- Some part numbers may have one by one stamped holes for heat dissipation.
- Heat treatment, specific to each rotors mass, thickness model and use at the final stage.
- All rotors stay at the furnaces for periods of several hours, and each model has different cooling period times .
- Surface grinding finishes are done by a diamond surface finishing system, so each side of the discs are parallel to each other, perfectly flat and balanced.
- All **Galfer** Discs are computer-assisted machined (CAD-CAM) for perfect tolerances.
- All units are T.U.V. tested and approved with the certification number 350-417-97-FBTN.
- **WAVE ROTORS ARE PATENTED US patent 638-6340**



G00409

May 23, 2002

## Brake Discs

For more info about Brake discs click here.

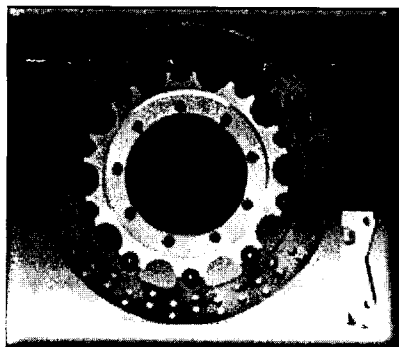
**Galfer** Brake Discs are characterized by their excellent quality.

All Galfer rotors are laser cut, made of a high carbon/stainless steel 420 material, pre-heat treated and double disc grind finished to assure parallel and perfect flatness.

Galfer uses only the latest technology available when manufacturing replacement rotors.

Galfer's 420 stainless steel compound is unique to the Galfer product line, specifically made to meet our technical requirements and specifications.

After years of research and development, GALFER has patented the WAVE Rotor technology. (European patent # EP 99500110.4 & US Patent # **638-6340**).



### Full Floating SUPER MOTARD

320mm Rotor kits, available for:

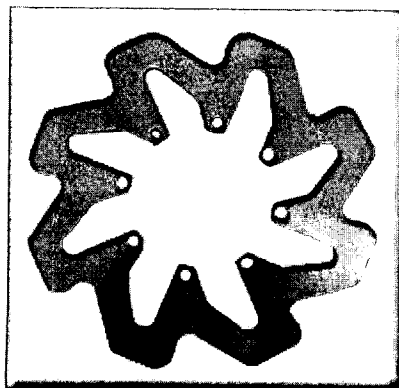
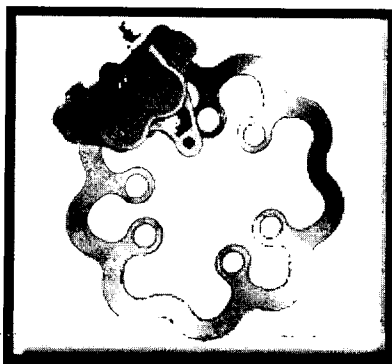
XR, DR, KLR, KTM, BMW, CR, RM, YZ, WR, KX. These units include carrier and bracket.

Oversize floating rotors will eliminate warping, overheating, as well as improving brake power and feel.

### TRIALS WAVE rotors and caliper Kits.

Used by Geoff Aaron, US National Trials Champion. These units are lighter than stock and self cleaning.

Due to the 4 piston action of these calipers riders will experience a firmer and stronger brake lever feel.



### SNOW MOBILE Wave Rotors

Ready to withstand extreme heat situations these units are much lighter than a stock rotor, providing better and even brake pad wear.

These units are designed for race use. Testing shows best results when using Galfer brake pads in combination with these rotors.

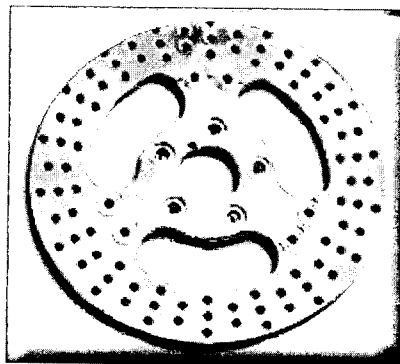
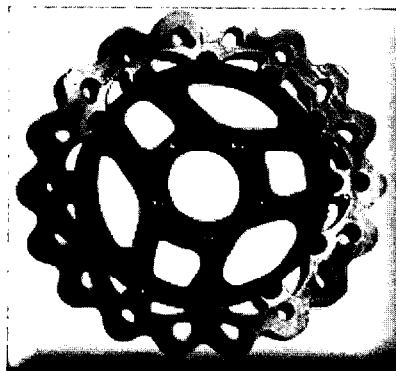
G00410

May 23 2002

**WAVE SPORT BIKE:**

- Makes all front ends lighter than stock by almost 4 pounds.
- Self cleaning and cooling action as it rotates.
- Full floating.
- Applications for :Ducati, Honda, Yamaha, Suzuki, Kawasaki.....

**VERY IMPORTANT: GALFER WAVE ROTORS ARE ONLY TO BE USED WITH GALFER BRAKE PADS, ALL OTHER BRAKE PAD COMPOUNDS VOID WARRANTY.**

**CRUISER POLISHED ROTORS:**

- Available for all cruiser style motorcycles, these units are polished and full floating, made of our unique 420 ss material.

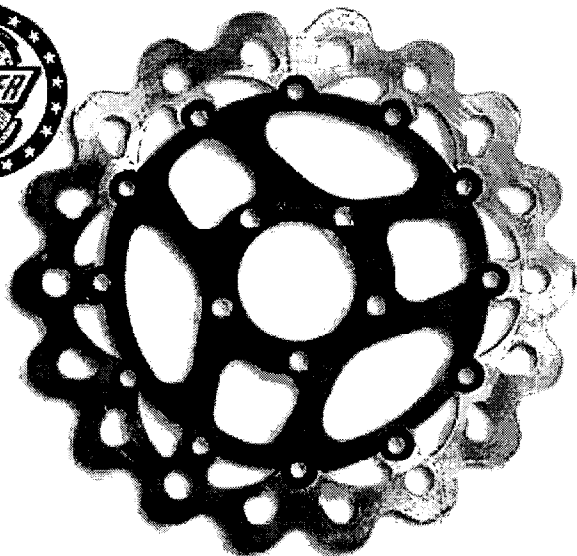
**IMPORTANT NOTE TO RACERS:**

If you are involved in racing, please make sure that all brake parts are constantly checked, wear and heat extreme heat cycles will wear your brake rotors and brake pads much faster than leisure riding.



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**Example of Galfer Wave Rotor**

#### Description

All Galfer rotors are CAD designed, then laser cut and diamond surface finished for precision fit and perfect trueness. Rotors are sold per pair for front applications and per each for rear applications. Galfer Wave Brake Rotors for Sport Bikes offer superior performance due to: lighter weight-decrease rotating mass allows for faster acceleration and quicker change of direction and turn in. Rotors typically reduce static weight by 4 pounds, self cleaning and cooling action as it rotates, full floating design, Made in the USA.

#### Ducati Wave Rotors

Part Number	Description	MSRP
012-DF660W	Galfer Wave Rotor - Ducati (Front, multi fitment, pair), 320mm	\$589.98

#### Honda Wave Rotors

Part Number	Description	MSRP
012-DF676W	Galfer Wave Rotor - Honda (Front, multi fitment, pair), 296mm	\$589.98
012-DF013W	Galfer Wave Rotor - Honda (Rear, multi fitment, each)	\$139.98
012-DF063W	Galfer Wave Rotor - Honda CBR600F4i (Front, pair), 296mm	\$589.98

#### Kawasaki Wave Rotors

Part Number	Description	MSRP
012-DF168	Galfer Wave Rotor - Kawasaki (Front, multi fitment, pair), 320mm	\$589.98

#### Suzuki Wave Rotors

Part Number	Description	MSRP
012-DF320W	Galfer Wave Rotor - Suzuki (Front, multi fitment, pair), 320mm	\$589.98
012-DF339W	Galfer Wave Rotor - Suzuki (Rear, multi fitment, each)	\$139.98

#### Yamaha Wave Rotors

Part Number	Description	MSRP

**EXHIBIT**  
 Giocar America vs.  
 for 20 Braking  
 Japan Italia  
 Alessandro Milesi

012-DF474W	Galfer Wave Rotor - Yamaha (Front, multi fitment, pair), 300mm	\$589.98
012-DF458W	Galfer Wave Rotor - Yamaha (Rear, multi fitment, each)	\$139.98
012-DF491	Galfer Wave Rotor - Yamaha R6 (99-02) and R1 (2002 only) (Rear, each)	\$139.98

Page last updated on 05/01/2003

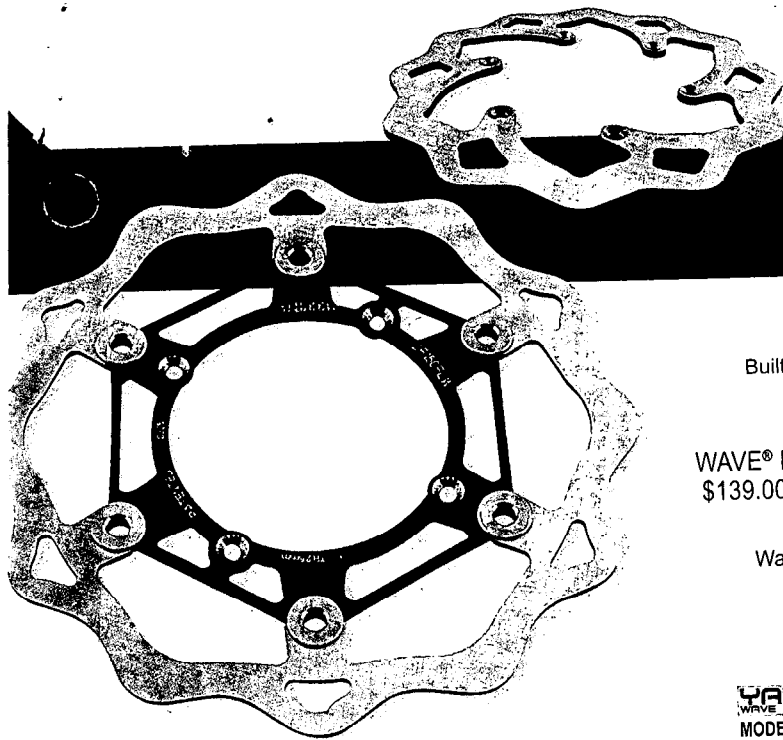
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Toll Free Phone: 800-211-2767 | Local Phone: 714-550-6070  
401 South Grand Avenue, Santa Ana, CA 92705 USA

# MSRHP

CONTROL

NEAR SUPPORT



## WAVE® ROTORS

Built for MSR by Galfer braking systems under us patent #6,386,340.  
Laser cut from high carbon 420 stainless steel for strength and corrosion resistance.

WAVE® ROTORS  
\$139.00-\$150.52

Precision ground for perfect flatness.  
Full floating applications match o.e.m.

Wave® design cools more efficiently than stock.  
Wave® rotors carry less mud than stock rotors, eliminating the need for solid rotors in muddy conditions.  
Direct replacement for stock rotors - no other hardware required.

### HONDA

MODEL	YEAR	FRONT	REAR
CR125	95-97	19-8100	N/A
CR125	98-04	19-8100	19-8150
CR250	95-96	19-8100	N/A
CR250	97-04	19-8100	19-8150
CRF250	2004	19-8100	19-8150
CRF450	01-04	19-8100	19-8150
CR500	95-00	19-8100	N/A

### KTM

MODEL	YEAR	FRONT	REAR
125SX	96-04	19-8104	19-8156
200SX/MXC/EXC	98-04	19-8104	19-8156
250SX/MXC/EXC	96-04	19-8104	19-8156
300MXC/EXC	98-04	19-8104	19-8156
380MXC/EXC	96-99	19-8104	19-8156
400SX/MXC/EXC	99-04	19-8104	19-8156
450SX/MXC/EXC	02-04	19-8104	19-8156
520SX/MXC/EXC	00-02	19-8104	19-8156
525SX/MXC/EXC	03-04	19-8104	19-8156

### KAWASAKI

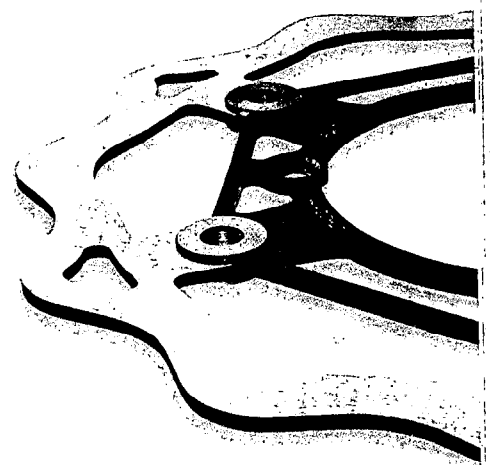
MODEL	YEAR	FRONT	REAR
KX125	89-02	19-8101	19-1851
KX125	03-04	19-8101	19-8152
KX250	89-02	19-8101	19-8151
KX250/250F	03-04	19-8101	18-8152
KLX300	96-04	19-8101	N/A
KX500	94-04	19-8101	19-8151
KLX650	93-04	19-8101	N/A

### SUZUKI

MODEL	YEAR	FRONT	REAR
RM125	87-98	19-8102	19-8157
RM125	99-04	19-8102	19-8153
DR-Z250E	01-04	19-8102	19-8157
RM250	87-96	19-8102	19-8157
RM250	99-04	19-8102	19-8153
RM250Z	2004	N/A	19-8152
RMX250	92-04	19-8102	19-8157
DR-Z400E	00-04	19-8102	19-8157
DR-Z400S	00-04	19-8102	19-8157

### YAMAHA

MODEL	YEAR	FRONT	REAR
YZ125	98-00	19-8103	19-8154
YZ125	01-02	19-8102	19-8154
YZ125	03-04	19-8102	19-8155
YZ250	98-00	19-8103	19-8154
YZ/WR250F	98-00	19-8103	19-8154
YZ250	01-02	19-8102	19-8154
YZ/WR250F	01-02	19-8102	19-8154
YZ250	03-04	19-8102	19-8155
YZ/WR250F	03-04	19-8102	19-8155
YZ/WR400F	98-99	19-8103	19-8154
YZ/WR426F	00-01	19-8102	19-8154
YZ/WR426F	2002	19-8102	19-8155
YZ426F	00-01	19-8102	19-8154
YZ426F	2002	19-8102	19-8155
YZ/WR450F	03-04	19-8102	19-8155

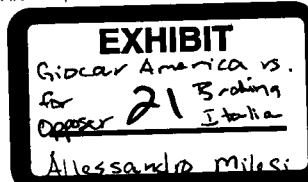


## BRAKE LINES

Braided stainless steel casing protected by clear vinyl covering for durability.  
PTFE 62 inner casing for minimum expansion under pressure.  
Provides stronger, more progressive action than stock.  
Available in standard or shorty (Honda) style.  
Kit includes banjo bolts and washers.

### BRAKE LINES

FRONT \$54.08  
REAR \$39.80



### SUZUKI

MODEL	YEAR	FRONT	CRSTYLE	REAR
RM85	02-04	19-8716		19-8765
RM125/250	96-03	19-8715	19-8741	19-8764
DRZ250	01-04	19-8713		19-8762
RMZ250	2004	19-8717		19-8766
DRZ400	00-04	19-8714		19-8763
DR650	98-04	19-8712		19-8761

### YAMAHA

MODEL	YEAR	FRONT	CRSTYLE	REAR
YZ80	96-02	19-8720		19-8772
YZ85	03-04	19-8721		19-8773
YZ125/250	98-02	19-8719	19-8742	19-8768
YZ125/250	2003	19-8719	19-8742	19-8767
YZ125/250	2004	19-8719	19-8742	19-8771
TT-R225	00-04	19-8718		N/A
YZ250F/450F	2003	19-8719	19-8742	19-8770
YZ250F/450F	2004	19-8719	19-8742	19-8771
YZ400/426	98-02	19-8719	19-8742	19-8769

### HONDA

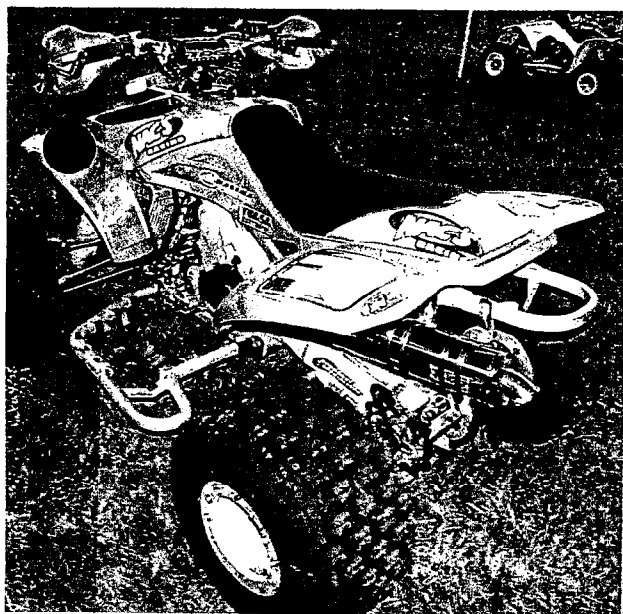
MODEL	YEAR	FRONT	REAR
CR80R/85	92-03	19-8701	19-8750
CR125/250	92-03	19-8700	19-8774
CR125/250	2004	19-8700	19-8752
XR250	02-04	19-8704	19-8753
CRF150/230	03-04	19-8702	N/A
CRF450	02-03	19-8703	19-8751
CRF250/450	2004	19-8703	19-8752
XR400	97-04	19-8705	19-8754
XR650R/L	93-04	19-8706	19-8755

### KAWASAKI

MODEL	YEAR	FRONT	CRSTYLE	REAR
KX80/85/100	98-04	19-8710		19-8759
KX125/250/500	95-04	19-8711	19-8740	19-8760
KX250F	2004	19-8717		19-8766
KLX400R/SR	03-04	19-8708		19-8757
KLR650	88-04	19-8707		19-8756

### KTM

MODEL	YEAR	FRONT	REAR
EXC/MXC	00-04	19-8722	19-8775
SX	00-04	19-8723	19-8776



## GALFER ATV BRAKE ROTORS

- Specifically intended for racing, Galfer braking rotors are designed with CAD-CAM technology using a very high carbon content stainless steel, which provides an increased friction level and excellent heat dissipation

- First passing through a stress relief process, are then laser cut for precision. Grinding is then done with a diamond surface finishing system for perfectly flat and balanced rotors

- After years of research and development, Galfer has patented the WAVE Rotor technology, (European Patent # EP 99500110.4 & US Patent # 638-6340)

Make/Model	Wave Front	Wave Rear	Retail
<b>HONDA</b>			
TRX250R(86-92)	—	45-1513	\$118.95
TRX400EX(93-03)	45-1510	45-1513	\$118.95
TRX450R	Call	Call	Call
<b>KAWASAKI</b>			
KFX400(03-04)	—	45-1515	\$118.95
KFX700	Call	Call	Call
LT250R(85-92)	45-1511	45-1514	\$118.95
LTZ400 QuadSport(03-04)	—	45-1515	\$118.95

<b>YAMAHA</b>			
YFZ350 Banshee(90-03)	—	45-1516	\$118.95
660R Raptor(01-04)	—	45-1516	\$118.95
YFM350 Warrior(90-03)	45-1512	45-1516	\$118.95
YFM350 Wolverine(95-04)	—	45-1516	\$118.95
YFZ450	Call	Call	Call
<b>CANNONDALE</b>			
440 Banshee(85-87)	45-1517	45-1518	\$118.95
440 Blazer(88-90)	—	—	—
440 Speed(90-93)	—	—	—
440 Cannonball(93-94)	—	—	—

Exhaust  
Intake  
Engine  
Electrical  
Suspension  
Wheels/  
Tires  
Brakes  
Drive  
Controls  
Plastic  
Body  
Graphics  
Access.  
Mini MX  
ATV  
Exhaust  
ATV  
Intake  
ATV  
Engine  
ATV  
Electrical  
ATV  
Suspension

## BRAKING ATV DISC ROTORS

- Braking® rotors are much tougher than stock. Manufactured from unique and secret high strength stainless steel with a high carbon content which resists wear

- Provides a much higher coefficient of friction compared to stock rotors, while keeping operating temperature down

- **WAVE ROTORS:** More surface area for stopping power. Keeps heat dissipated and sweeps dirt away from the pad

- **SOLID REAR ROTORS:** Recommended for muddy conditions where mud can fill the rotor's lightening holes and cause rapid pad wear and/or decreased brake performance

Make/Model	Front	Rear	Solid Rear	Wave Front	Retail	Wave Rear	Retail
<b>HONDA</b>							
TRX250R(88-89)	45-1161	45-1170	45-1170S	45-1178	\$119.00	45-1188	\$119.95
TRX250R(86-87)	45-1193	45-1170	45-1170S	—	\$119.00	45-1188	\$119.95
ATC250R(85-86)	45-1193	45-1170	45-1170S	—	\$119.00	45-1188	\$119.95
TRX400EX(99-03)	45-1161	45-1171	—	45-1178	\$119.00	45-1191	\$166.63
TRX250X(87-92)	—	—	—	—	—	—	—
TRX300EX(93-03)	45-1161	45-1171	45-1177S	45-1178	\$119.00	45-1192	\$130.00
<b>KAWASAKI</b>							
KFX400(03)	—	45-1171	—	45-1180	\$119.00	45-1191	\$166.63
LT250R QuadRacer(85-92)	45-1162	45-1172	—	45-1181	\$119.00	45-1182	\$130.00
LTZ400 QuadSport(03)	—	45-1171	—	45-1180	\$119.00	45-1191	\$166.63
LT250S QuadSport(85-90)	45-1162	45-1172	—	45-1181	\$119.00	45-1182	\$130.00
LT230E QuadRunner(87-93)	45-1162	45-1172	—	45-1181	\$119.00	45-1182	\$130.00
<b>YAMAHA</b>							
YFZ350 Banshee(87-03)	—	—	—	—	—	—	—
YFM350 Warrior(88-03)	—	—	—	—	—	—	—
660R Raptor(01-03)	45-1164	45-1174	45-1174S	45-1184	\$119.00	45-1189	\$130.00
YFS200 Blaster(03)	—	Call	Call	—	\$119.00	Call	Call
YFS200 Blaster(88-02)	—	45-1174	45-1174S	—	\$119.00	45-1189	\$130.00
YFM350 Wolverine(95-03)	—	—	—	—	—	—	—
YFM350 Warrior(87)	45-1164	—	—	45-1184	\$119.00	—	—
DS650(00-03)	45-1185	45-1186	—	45-1183	\$119.00	45-1190	\$130.00

### ATV Brakes

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Drive  
ATV  
Controls  
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Graphics  
ATV  
Access.  
Apparel  
Eyewear  
Tools  
Chemicals/  
Lubricants  
Transport



# WAVE ROTORS

Galfer's Wave Rotors are made of a unique High Carbon stainless steel composite that is laser cut and heat treated to each rotor's specific mass, thickness and application. All rotors are then double parallel disc ground to guarantee perfect surface flatness. Wave rotors run cooler than stock rotors allowing for fresh cold air to enter the caliper and pad area therefore dropping the overall brake system temperature. The shape of the wave rotor provides additional brake pad trailing edges for more braking power. Full floating billet aluminum center carrier provides dramatically improved braking response.

HONDA MOTORCYCLES	FRONT ROTOR	REAR ROTOR
CR80/85 (96-04)	37025-00 129.00	N/A
CR125R (95-04)	37001-00 129.00	37003-00 129.00
CR250R (95-04)	37001-00 129.00	37003-00 129.00
CRF450 (02-04)	37001-00 129.00	37003-00 129.00
CR125R (92-94)	37002-00 129.00	37003-00 129.00
CR250R (92-94)	37002-00 129.00	37003-00 129.00
CR500R (92-01)	37002-00 129.00	N/A
XR250L (91-04)	37002-00 129.00	37000-00 129.00
XR250R (91-04)	37002-00 129.00	37000-00 129.00
XR400R (96-04)	37002-00 129.00	37000-00 129.00
XR600R (91-92)	37002-00 N/A	37000-00 129.00
XR650L/B (93-04)	37002-00 129.00	N/A
<b>HONDA ATV</b>		
TRX250R (88-89)	37024-00 129.00	37025-00 129.00
TRX250EX (02-04)	37024-00 129.00	N/A
TRX250X (87-92)	37024-00 129.00	37025-00 129.00
TRX300EX (02-04)	37024-00 129.00	N/A
TRX400EX (93-04)	37024-00 129.00	37025-00 129.00
TRX450R (04)	CALL 129.00	CALL 129.00

KAWASAKI	FRONT	REAR
KX125 (86-02)	37005-00 139.00	37006-00 129.00
KX125 (86-04)	37005-00 139.00	37007-00 129.00
KX250 (86-88)	37005-00 139.00	N/A
KX250 (86-02)	37005-00 139.00	37006-00 129.00
KX250/KX250F (03-04)	37005-00 139.00	37007-00 129.00
KX500 (89-04)	37005-00 139.00	37006-00 129.00
KDX200 (89-04)	37005-00 N/A	37008-00 129.00
KLX300R (97-04)	37005-00 139.00	37006-00 129.00
KLX400R (01-03)	37005-00 139.00	37006-00 129.00

KAWASAKI ATV	N/A	N/A
KFX400 (03-04)	N/A	N/A
<b>KTM MOTORCYCLES</b>		
65 SX (02-04)	37020-00 129.00	37021-00 129.00
80 MX (92-01)	37020-00 129.00	37021-00 129.00
125 EXC (03-04)	37018-00 129.00	37019-00 129.00
125 EXC/EGS/SX (95-02)	37018-00 129.00	37019-00 129.00
200 EGS (99-02)	37018-00 129.00	37019-00 129.00
200 EXC (98-04)	37018-00 129.00	37019-00 129.00
200 SX (03-04)	37018-00 129.00	37019-00 129.00
250 EGS (99)	37018-00 129.00	37019-00 129.00
250 EXC / 4T (03-04)	37018-00 129.00	37019-00 129.00
250 EXC/EGS/SX (94-02)	37018-00 129.00	37019-00 129.00
250 GS (89-94)	37018-00 129.00	37019-00 129.00
250 MX (03-04)	37018-00 129.00	37019-00 129.00
250 SX (94-04)	37018-00 129.00	37019-00 129.00
300 EXC (03-04)	37018-00 129.00	37019-00 129.00
300 SX, EGS, EXC (93-02)	37018-00 129.00	37019-00 129.00
450 EXC (03-04)	37018-00 129.00	37019-00 129.00
450 SX (03-04)	37018-00 129.00	37019-00 129.00
525 EXC (03-04)	37018-00 129.00	37019-00 129.00
525 SX (03-04)	37018-00 129.00	37019-00 129.00
540 SXC (99)	37018-00 129.00	37019-00 129.00
625 EXC (03-04)	37018-00 129.00	37019-00 129.00

SUZUKI MOTORCYCLES		
RM125 (96-98)	37008-00 139.00	37009-00 129.00
RM125 (99-04)	37008-00 139.00	37010-00 129.00
RM250 (89-98)	37008-00 139.00	37009-00 129.00
RM250 (99-04)	37008-00 139.00	37010-00 129.00
RMX250 (89-00)	37008-00 139.00	37009-00 129.00
RMX250 (99-00)	37008-00 139.00	37010-00 129.00
RMZ250 (03-04)	37005-00 139.00	37007-00 129.00
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ently, HD is now so good, says Brent, that viewers can't tell it from film. Downloaded digital cinema will prevail and celluloid will be dead, once the old and entrenched copying/tion/display cartels are defeated. Sen discussed his challenges: "Language was a problem. Our cast and crew from all over Europe—England, Italy, Spain, great professionals I'd work with. Probably the biggest language barrier was with our Irishman."

Not only other American on the film was Sen, who was Executive in Charge of Production. The biggest outside help was from the organization, who helped underwrite the film and gave us unlimited track access to all race and track footage (including

### SBK's Cooperation

They let us circle the tracks between the rows of the huge crowds that add so much to the experience. They let us on the track for the proviso '10 minutes, then you're out.' So we could get up close and personal, and you can see it. We shot at Silverstone, Brands Hatch, Imola, Misano, Valencia, and at Goodyear's test track in Portugal. We featured three riders, on Aprilias: Troy Bayliss on #3, Régis Laconi on his #55 and our main rider on #49—a plate not in use. We depended on Ben Bostrom on the Aprilia, and Eric, but it was impossible to get close, though Ben is mentioned in the commentary. Aprilia supported us with bikes and technical help. We stayed out of the way of the fans. They knew we were there, with SBK. The story and the action carry the

### Up Close

Sen got close to the action by mounting cameras on a 250cc Superkart. "Cameras on bikes, especially looking out front and not showing the action as intensely as we do. Those POVs make the horizon tilt and show the amazing lean angles (these bikes

tested our kart first at Willow—a track with conventional cameras. We went to see if it worked out of the box with Brenden's photography. The kart was smaller (than the bikes) in the corners with patch patches and lateral G, so we came down the side (to avoid hitting the bike). You can see this 24-frame-per-second HD intimacy. On-bike camera shots are in, so the film is really a multi-media endeavor."

Sen can enthuse about the film on the Jumbotron at the track. The Saturday night

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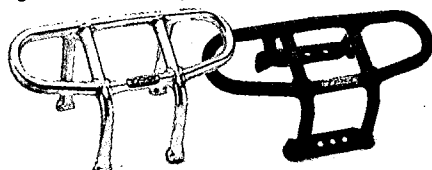
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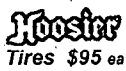


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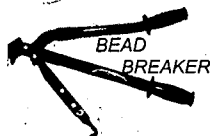


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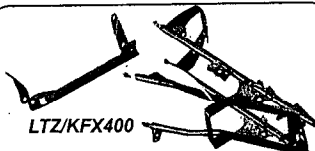
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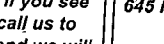
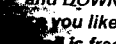
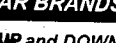
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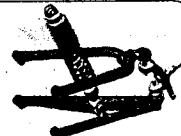
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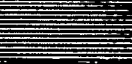
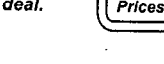
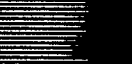
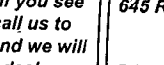
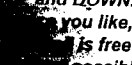
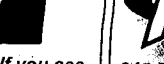
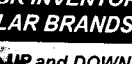
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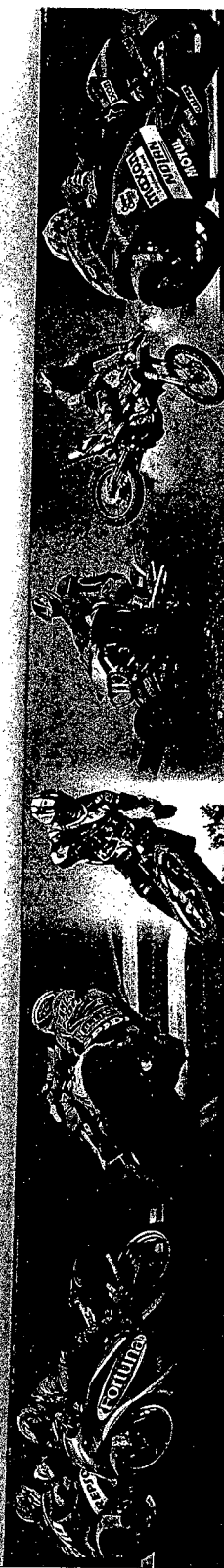
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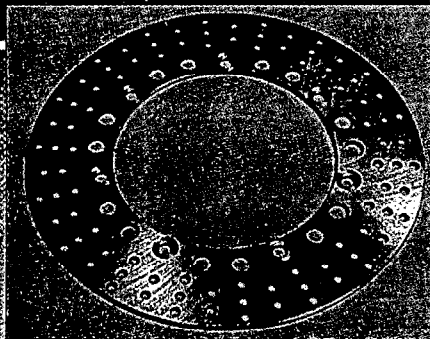
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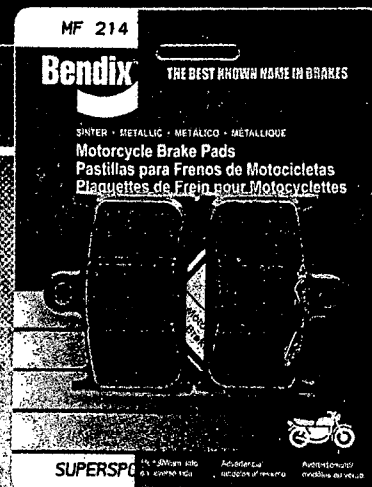




Galfer's new "wave" rotors are claimed to outperform conventional discs and be more resistant to warping from heat.



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Bendix semi-metallic pads.

## INSIDE THE COMPOUND

Every brake pad manufacturer makes impressive-sounding claims for their products, which can be confusing as you look at the many brands and pad compounds that are available.

While it's true that most brands have exclusive pad friction material formulations, nearly all the pads sold for ATVs can be separated into three general categories. As you'll see by the descriptions, the best choice for you is the one that suits the way you ride and your budget.

**Organic or non-metallic pads** are made of temperature-resistant fiber with out any metal in the friction material. These pads offer good stopping power even in conditions where the brakes aren't used often enough, like in corner-to-corner racing, to keep them warm. Non-metallics are also the least-abrasive compound type, so they cause very little

rotor wear. Organic pads wear more quickly than other compounds in muddy or sandy conditions and are not as able to maintain strong, consistent brake power in repeated hard use where brake temperatures are extremely high. Brake engineers tell us most organic pads are not a good choice for ATV rear brake use because a single rear caliper has to slow both rear wheels and the machine's driveline. Non-metallic pads are generally the least expensive.

**Semi-metallic pads** use friction material made from a combination of metal particles and fiber. Typically, these pads are mid-priced and are a step ahead of non-metallic pads in performance with no serious drawbacks. Stopping power is strong without any need to warm the brakes. Semi-metallics aren't hard on rotors, either. Durability is better than non-metallics, especially in sand and mud. Semi-metallics also deliver more consistent performance than non-metallics in hard use that causes high brake temperatures.

**Sintered metal pads** use all-metal friction material with no fiber content. Of all the brake pad compounds, these are the most difficult and expensive to manufacture. To make this special material, a

powder of carefully blended metals is melted together in a furnace that heats the material in a total vacuum to help them bond properly. These pads require some warm-up to reach full potential, but offer the most brake power. Brake feel and power also remain more consistent than other pads when brake temperatures are very high. Sintered pads are used as original equipment by many ATV manufacturers because they last the longest, even in muddy, dusty conditions. Bad points: Sintered pads are the most expensive and they also cause more rotor wear than other compounds.

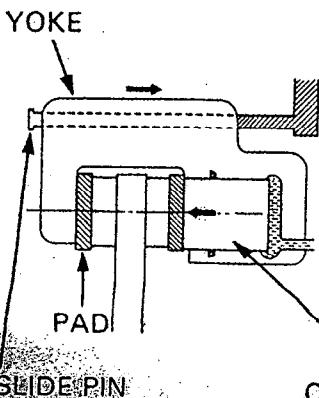
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**Braided stainless steel brake lines.** To get the most brake performance from your machine, you'll need to use stainless steel brake hoses so the pressure you apply at the lever moves the caliper piston, rather than expanding the brake hose, which is common with stock-type rubber brake hoses.

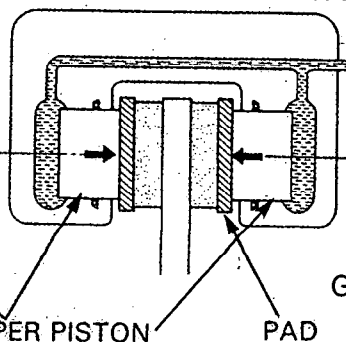
**Replacement brake rotors.** Aftermarket brake rotors offer two major advantages over original equipment rotors. Most aftermarket rotors are less expensive and are as good as stock parts. Special solid rotors are available for some machines. These rotors lack the cooling vent holes most stock rotors have. This makes them less effective if the brakes are repeatedly, frequently applied. However, the lack of holes prevents rapid pad and rotor wear in sand and mud.

**High-temperature brake fluid.** Brake fluid may seem to work forever, but you can make your brake system perform better by regularly replacing the fluid. As fluid ages it gathers moisture, which lowers its boiling point and invites corrosion in the brake system. High-temperature brake fluid is available from Bendix, Galfer, Motocross and Motocross.

## SINGLE PUSH CALIPER



## OPPOSITE PISTON CALIPER



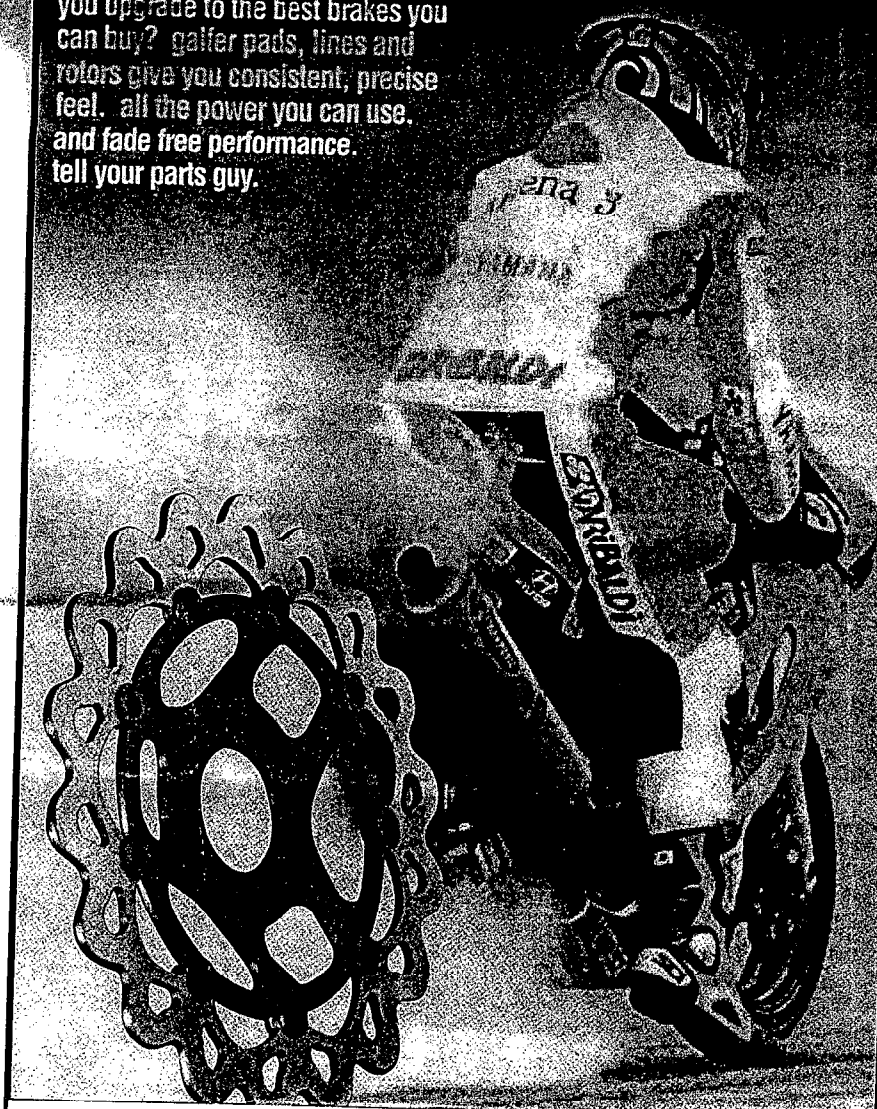
Brake calipers come in a variety of configurations. A piston or pistons may apply force from one or both sides of the caliper.

G00213

If you're this kind of racer,  
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legal advantage. so why wouldn't  
you upgrade to the best brakes you  
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feel. all the power you can use.  
and fade free performance.  
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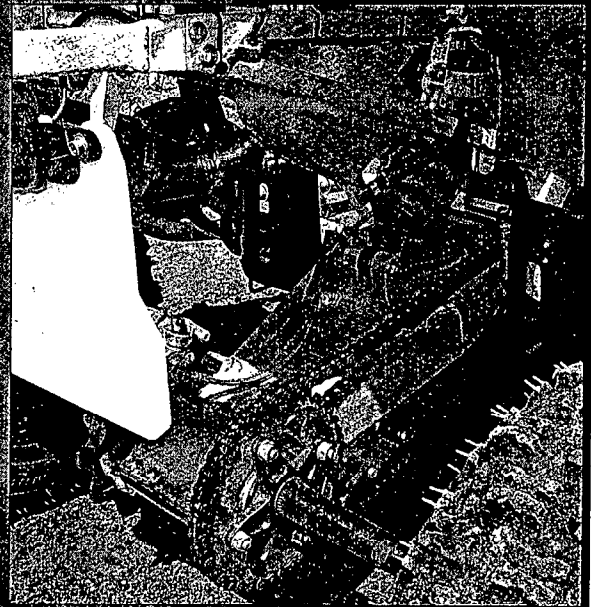
66—Roadracing World, April 2003

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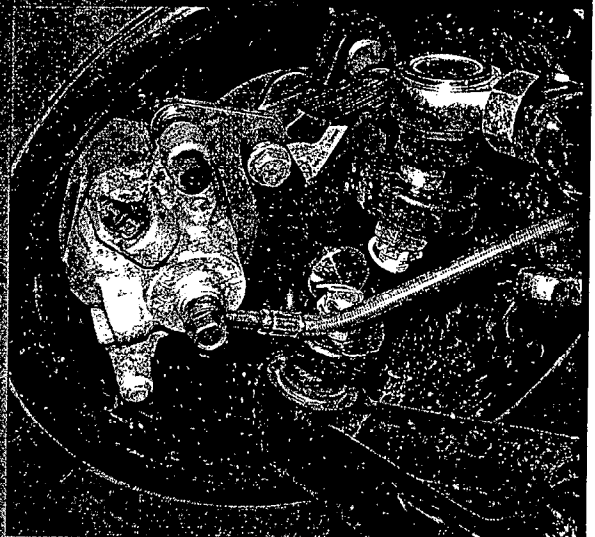
Ever consi everything have keted to the ma matter? Doesn't t ter? Getting rid getting rid of op shoot, the AMA :

As for gettir want one and I Laguna! Laguna i per year. Had Jo tle bit, he would has added what "filler" event, an i as its fifth event to draw 25,000 s drew about 100,0 to do the same. million Dorna w signage demands. some of the GPs d tators; how do th is one of the larg the world; why are ing their customy,

lished. Letters sig and anonymous l Published letters do cial position of thi may be edited for c letters from raving rists, professional v uous grasp on reality depending upon th value as judged by



The rear end of the Moto 440 uses a fully-adjustable Ohlins piggyback reservoir shock as well. Out back you get ten inches of suspension travel.



G00215

...the steering stem and frame. It has separate high-speed and low-speed adjustments (six clicks) and it also has a damping limiter—for example, you can damp down the initial steering play to your liking, and then once it passes a certain point, it loosens up.

**Wheels and Tires:** The Speed 440 comes with standard two-ply, belted ITP Hofoeshot tires,

Both front and Moto 440 uses Galfer Wave rotors.



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# Wave Theory

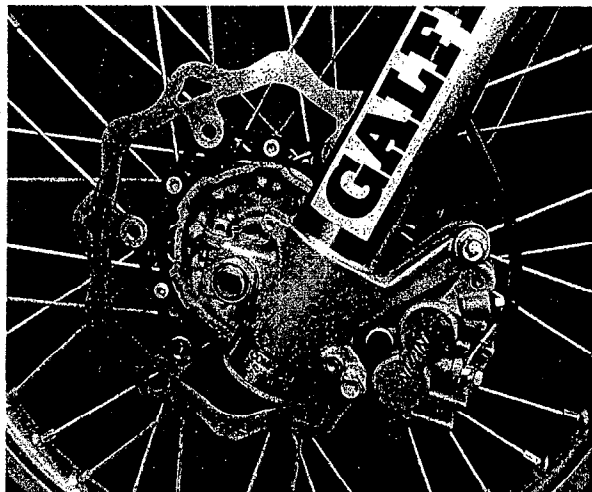
## Galfer's Revolutionary Rotor Design

For some time now Galfer Braking Systems has been making big waves in the industry with its exotic-looking "Wave" rotors (U.S. Patent 6,386,340) for ATVs, dirtbikes, snowmobiles, sportbikes and trials bikes. But there is much more to these laser-cut discs than just their trick appearance. We talked to VP of U.S. operations Sandro Milesi about some of the performance benefits the Wave design has to offer.

The most salient feature centers on a brake pad's maximum grip occurring at its initial bite on the rotor, after which the level of stopping power tends to fall off. With the Wave design, however, the pad is continually coming in contact with new waves, creating a formidable series of "initial bites." "You are adding trailing edge to the contact between the pad and the rotor," confirms Milesi. "That's very good." The material of the rotors is also optimal for stopping — a high carbon 420 stainless steel that has been pre-heat-treated and double-disc-grinded for flatness and an efficient contact surface.

Galfer initially developed Wave rotors for trials bikes, and it wasn't long before the engineers happily discovered another of the Wave's benefits: Its immunity to filth. "Guys would go through a river or through mud, and the minute they came out, the rotor would be impregnated with dirt," remembers Milesi. "But with the Wave, they found the rotor would clean itself every time."

Your off-road racing customers should



love the extended durability of the their pads in muddy conditions.

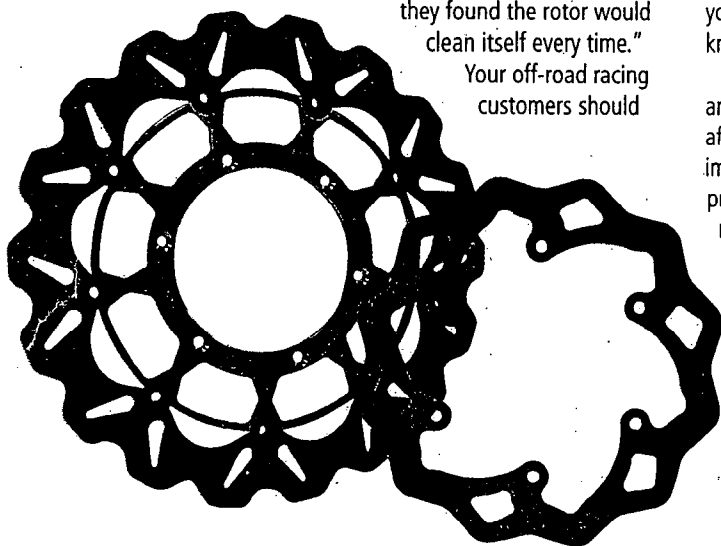
The same fan-like action that flings away mud also keeps the rotor cool. "The temperature is going to be lower because the rotor blades are moving air to the brake pad surface," explains Milesi. In addition, many Wave rotors are free-floating, allowing the rotor to expand and contract when heated. Obviously that means less worry of warping: Breaking these Waves won't be easy — good news for serious supersport racers and hardcore off-roaders alike.

On various consumer web sites advertising the Wave rotors, much ado has been made about their ability to cut down a vehicle's weight. Milesi warns, however, that it depends on the individual application, because there are now many different designs — i.e., not every Wave is a light Wave. With the off-road application pictured, for example, the weight is identical to stock; with a Suzuki GSX-R750 you'll lose about a pound; and with snowmobiles you'll cut the weight in half. "We try to improve the weight, but it is not necessarily the goal."

Then there is the issue of which brake pads to use. Most of the web sites mentioned above warn that Galfer Wave rotors are only to be used with Galfer pads and that all other pad compounds void the warranty. True, says Milesi. "You can run pretty much anything you want, but when it comes to warranty and technical help, we know our products best, so we ask you run ours."

For greater stopping power, cleaner discs and less heat, more and more riders are doing the Wave when it comes to choosing aftermarket rotors. Galfer insists that all their Wave rotors will improve lever feel and feedback, and provide the strongest, most progressive brake possible. If you're not already carrying these revolutionary rotors, join the wave of the future by contacting Galfer for a full list of applications.

— Arlo Redwine

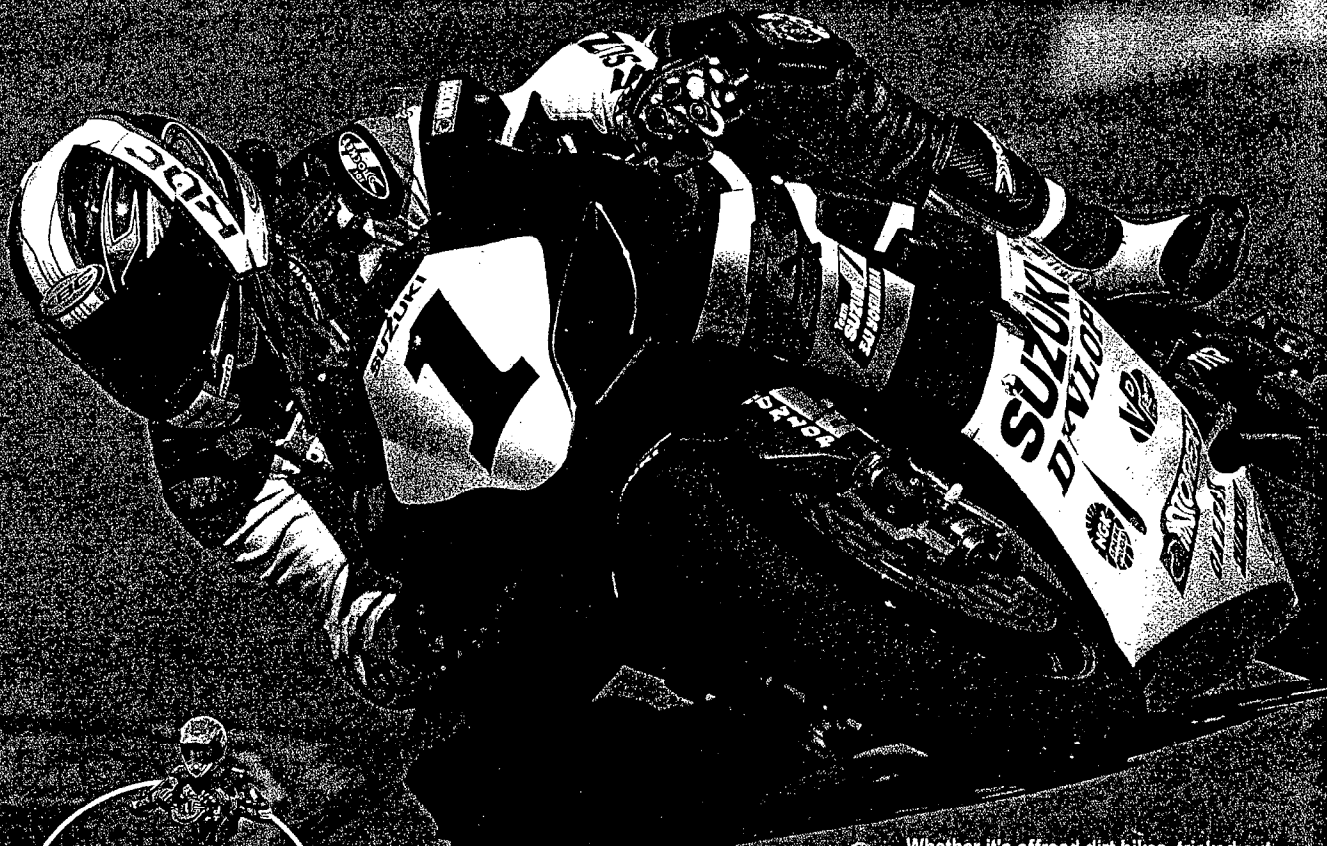


### Galfer Braking Systems

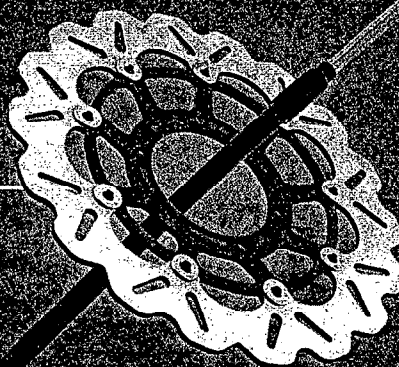
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# the **ONLY** thing that **STOPS** Mladin



Whether it's offroad dirt bikes, tricked out sport quads, or even Mat Mladin's Suzuki GSX-R1000, Galfer has the most trusted brake lines and wave rotors in the industry. Galfer has OE replacement lines and rotors for all major manufacturers. For sport bikes, Galfer's patented design front and rear wave rotors dramatically improve lever feel and feedback for a much stronger and progressive brake.



## **GALFER**

Each rotor is laser-cut from high carbon 420 stainless steel and has been re-heated and double disc ground to deliver perfect flatness. The new Galfer brake and clutch lines feature clear-covered, braided, stainless steel casings and a new Teflon liner that creates a "zero expansion effect," resulting in a stronger braking action.

So, what's stopping you? Contact your Tucker Rocky rep today.

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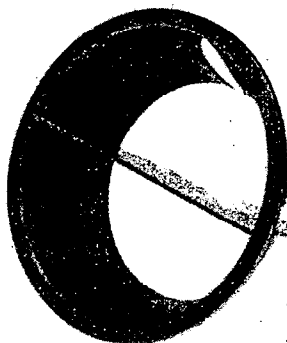
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June 2004

# CRF250 PRODUCTS



## SFB RACING POWERBLADE

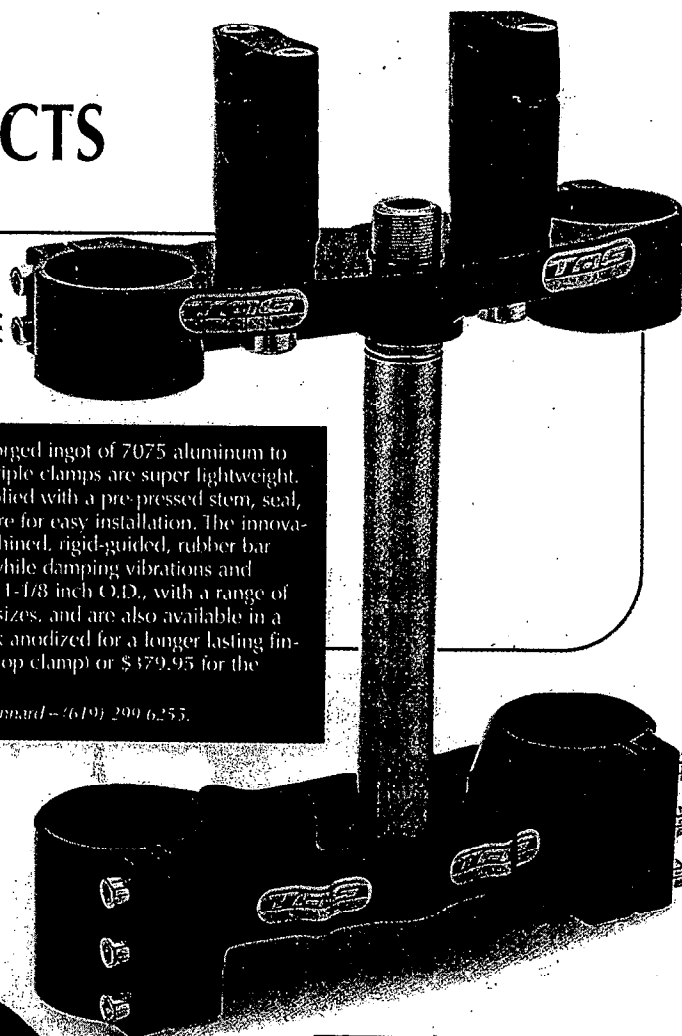
"The SFB Racing PowerBlade fits into the inlet side of the carburetor, splitting the venturi and increasing the velocity of the charge entering your cylinder. Power gains are noticed off idle and into the mid-range. Available for both two and four-stroke models, the PowerBlade retails for \$99.95."

SFB's Jeremy Garges—  
(215) 258-5124.

## TAG METALS MATRIX TRIPLE CLAMPS

"CNC-machined from a cold-forged ingot of 7075 aluminum to give it extra strength, the Matrix triple clamps are super lightweight. Tag Metal's triple clamps are supplied with a pre-pressed stem, seal, bearing and all necessary hardware for easy installation. The innovative design of the 7075 CNC-machined, rigid-guided, rubber bar mounts ensures a twist-free ride while damping vibrations and impacts. The bar mounts come in 1-1/8 inch O.D., with a range of optional +5mm and +10mm rise sizes, and are also available in a 7/8-inch setup. The clamp is black anodized for a longer lasting finish. The matrix sells for \$189.95 (top clamp) or \$379.95 for the complete set."

Tag Metals' Ludovic Boironard—(619) 299-6255.



## RENTHAL RED DUAL COMPOUND GRIP

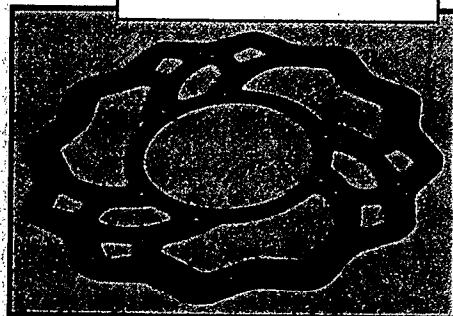


"For 2004, Honda changed the color of their bikes slightly. Renthal matched the Pantone color of the 2004 Honda CRF250 exactly in the new Dual Compound Grip. It has the feel of our world-famous soft compound, but with a firm rubber for the sleeve and the end for more durability. The retail price is \$15.95." Renthal's Shawn Norfolk.  
(877) 736-8425.

## GALFER WAVE ROTORS

"Galfer's rotors are a high-carbon, laser-cut, heat-treated stainless steel composite that has its specific mass and thickness matched to its application. Only Galfer has the patent on Wave technology. Wave rotors allow fresh air to enter the caliper and pad area to drop brake system temperature. The trailing edge of the Wave's outer rim allows for constant trailing-edge contact, translating to a better brake feel. Galfer's CRF250 Wave rotors retail for about \$139 for the front and \$129 for the rear."

Galfer's Alessandro Milesi—  
(805) 653-5012.



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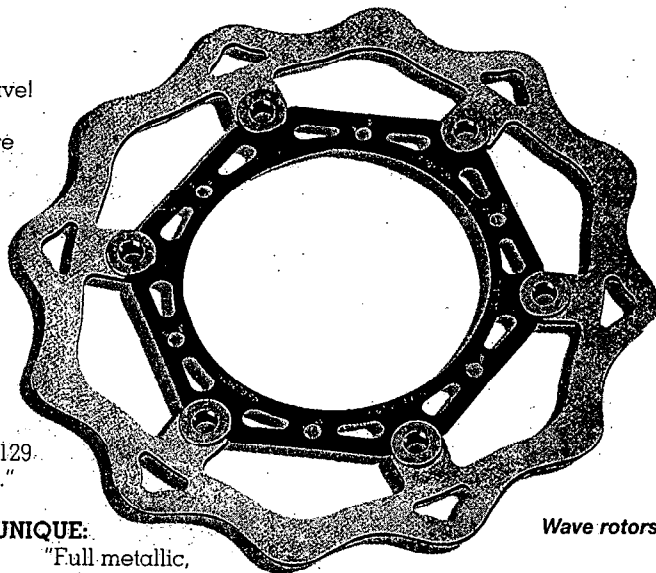
# GALFER'S

BEST SELLING, MOST UNIQUE & TOP VALUE

Galfer's Sandro Milesi gives you stopping power

## BEST SELLING:

"It seems that lately everyone has been doing the Wave! I believe this is because all Galfer Wave rotors provide many advantages over stock rotors. Our Wave rotors are laser cut and made of a unique, high-carbon 420 stainless steel material that has been heat treated and double disc ground to assure perfect flatness and the most efficient contact surface between pad and rotor. These rotors will improve lever feel and feedback, allowing the rider to get a much stronger and progressive brake than other units would. Wave rotors are also great for keeping mud off the surface friction plate, allowing for the brake pads' durability to be extended in muddy conditions. Other advantages are their light weight (weighing in at 1.1 pound per rotor) and factory look. You can get your Wave rotor today for only \$119 (\$129 for the front rotor)."

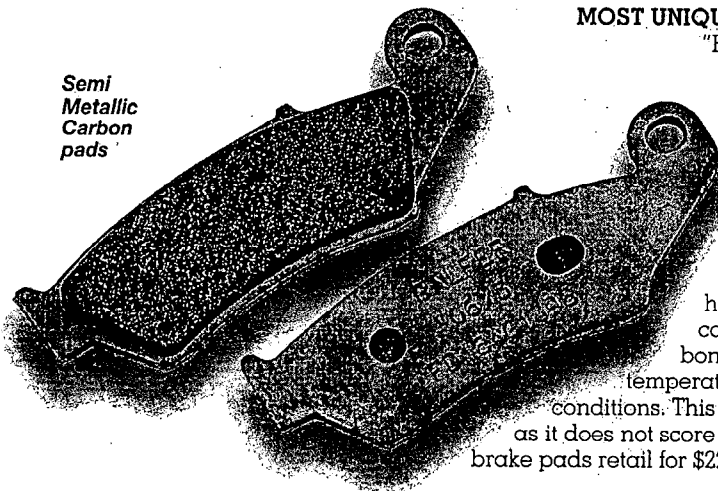


Wave rotors

## MOST UNIQUE:

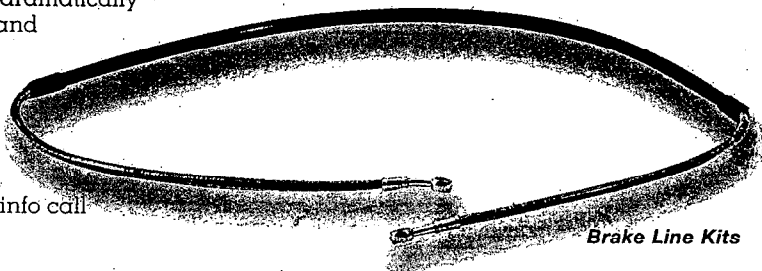
"Full metallic, Kevlar or carbon composite? Do you know which brake pad compound will work best on your bike? Galfer, the number one source for the most technologically advanced brake compounds, has just released what we consider to be the best compromise! We have formulated an extremely versatile compound to suit our customers' ever changing needs. Performance, heat capabilities and longevity were our main concerns, but the new 1052-54 semi-metallic carbon based compound is made to hold up to abrupt temperature changes as well as to work in wet or dry conditions. This semi-metallic compound is very rotor friendly, as it does not score the rotor, yet is long lasting. Best yet, these brake pads retail for \$22 per caliper!"

Semi  
Metallic  
Carbon  
pads



## TOP VALUE:

"Stock rubber hoses tend to expand after a few rides, and after a few years, the stock rubber hoses will decrease your brake power and feel. Galfer's steel braided brake lines are made of PTFE 62 Teflon, and they are the latest in 'zero expansion effect' hoses made in the USA. These brake lines will deliver better brake lever feel, as well as excellent brake modulation. With one of these brake lines, your braking points will be dramatically shortened, allowing you to get deeper, faster and harder in and out of corners. Our brake lines come in different versions: you can choose the CR-style routing or the stock routing version. Color choices are: black, blue, clear, red, yellow, or smoke. All brake line kits include new washers and banjo bolts and retail for \$64.99 (front) or \$53 (rear)." For more info call (800) 685-6633. □



Brake Line Kits



# MOUNTAIN BIKE



## HOT DEALS ON CYCLING

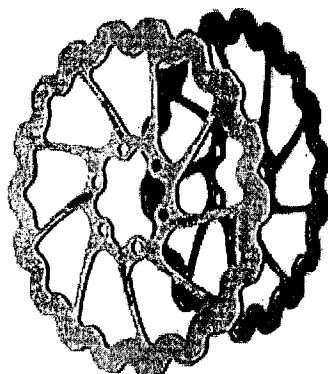
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## Galfer Rotors

No doubt you've seen wavy disc rotors before, but it's Spain's Galfer that has the patent on the design.

By Matt Phillips


[Article Tools](#)


Price: \$17

The distinctive shape has two purposes: It scrapes the entire surface of the brake pad, which not only cleans the pad but also promotes even wear, and (Galfer claims) allows the brakes to run cooler.

The story most often told is that the wavy shape "pumps" air through the caliper. Galfer says that may happen to some extent, but it wasn't how the shape was designed to work. Instead, the rotor is never in full contact with the leading edge of the brake pad. The rotor moves up

and down across the surface of the pad, giving one part of the pad a small break, while the other part of the pad is in contact with the rotor. As the rotor turns, the braking surface moves, giving the area of the pad that was in contact with the rotor a slight moment to cool, while the previously free area is in contact with the rotor. By keeping brake temperatures lower, it reduces fade and fluid expansion.

The thing about cross-country mountain bikes is that they're lightweight machines that operate in terrain where traction is less than ideal. Making a set of quality discs hot enough to get serious performance losses due to fade and fluid expansion is difficult, and generally rare. Whatever cooling advantage the Galfers bring to the table wasn't apparent on our project bike. They are high quality, and cost no more than most OE replacement rotors, so why not go for it when it's time to get new rotors and reap the benefit on those occasional brake-crushing downhills. Just don't expect a huge difference in most situations. The benefits of the Galfer's cooling action should be much more beneficial as the weights of the bike and rider go up, as does the length and steepness of the decent. On a DH bike, where fade and expansion is a real issue, the results could be much different than they were on our XC bike.

**Pros:** Cool wavy look

**Cons:** Performance gains negligible on XC bikes

**Ideal Buyer:** You're in need of new disc rotors for your bike.

**Weight:** 119 grams

**Contact:** Galfer USA

805-653-5012

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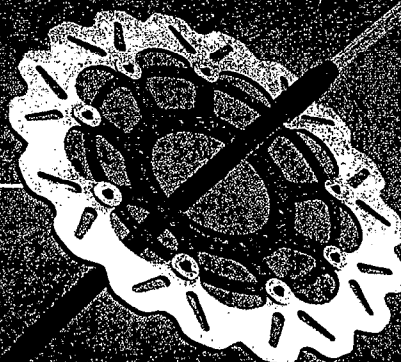
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Whether it's offroad dirt bikes, tricked out sport quads, or even Mat Mladin's Suzuki GSX-R1000, Galfer has the most trusted brake lines and wave rotors in the industry. Galfer has OE replacement lines and rotors for all major manufacturers. For sport bikes, Galfer's patented design front and rear wave rotors dramatically improve lever feel and feedback for a much stronger and progressive brake.

## GALFER

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So, what's stopping you? Contact your Tucker Rocky rep today.

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## PRODUCT EVALUATION

# GALFER BRAKE SYSTEMS

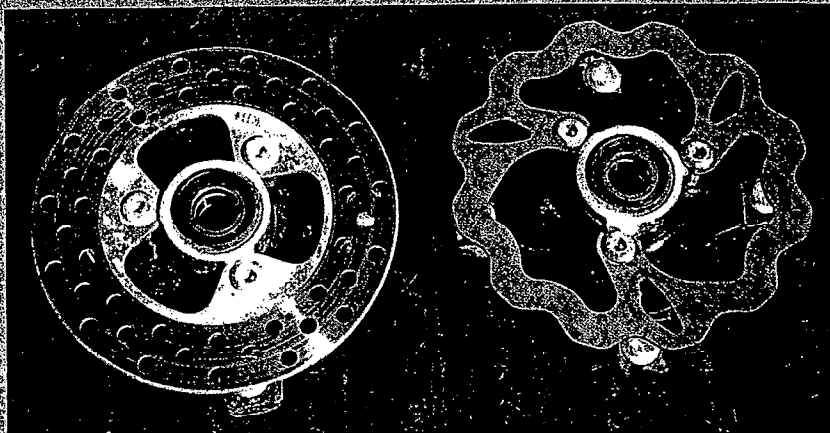
More stopping power

By the Staff of Dirt Wheels

One of the best features of the new Honda TRX450R is the brakes. We were so impressed with the feel and quality of the new binders that we wanted to see if we could match their performance on an older 400EX we had in our stable.

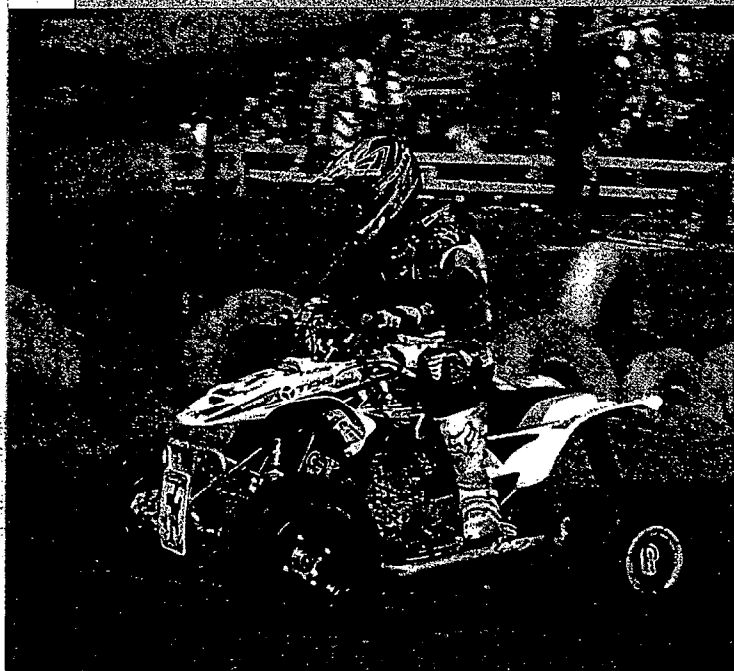
While the stock brakes on the 400EX aren't terrible, on our unit the fronts were getting spongy and the rear pads had been abused by months of testing, so we turned to Galfer for help.

European-based Galfer first made their name in the U.S. teaming up with Nac's Racing several years ago. The new factory Suzuki rider



The wave rotors don't claim to be lighter than a typical stock rotor. They are actually the same diameter and thickness.

Whether you are one of the hottest racers on the circuit or just a weekend warrior having brakes that can do the job is important. Anyone who tells you don't need brakes to go fast isn't fast.



Doug Gust has also been running Galfer products since he joined the team. To see what all the hype was about, we ordered up all the parts numbers Galfer carries for the EX and took them out to Gorman for a test run.

### MAKING WAVES

Galfer has brake pads (\$32 per set) for most utility quads, steel-banded line kits (\$185) and wave rotors (\$119-\$129) for all sport quads. Galfer

explains that a wave-shaped rotor will provide better stopping power because the complete pad surface is not in constant contact with the rotor. This means more airflow can reach the pads, keeping them and the rotor cooler. Also, a new pad surface is always being engaged to the rotor.

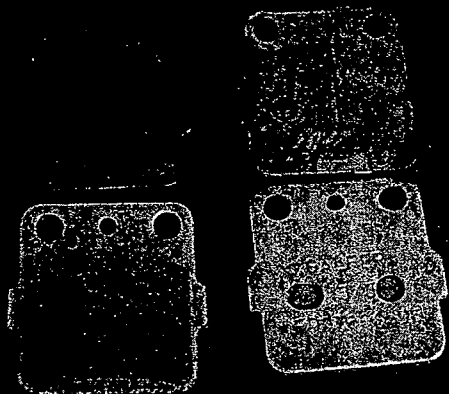
For this test, we used a heat seeking gun that allowed us to take an accurate surface measurement on both the stock brake rotors and then

again when we outfitted the EX with the Galfer products. To get each system up to maximum temperatures, we set up a .28-turn, one-mile track that put a severe load on the brakes. The second and third gear layout allowed our rider to go fast enough to need hard braking while having short enough straightaways as to not allow the brakes to cool.

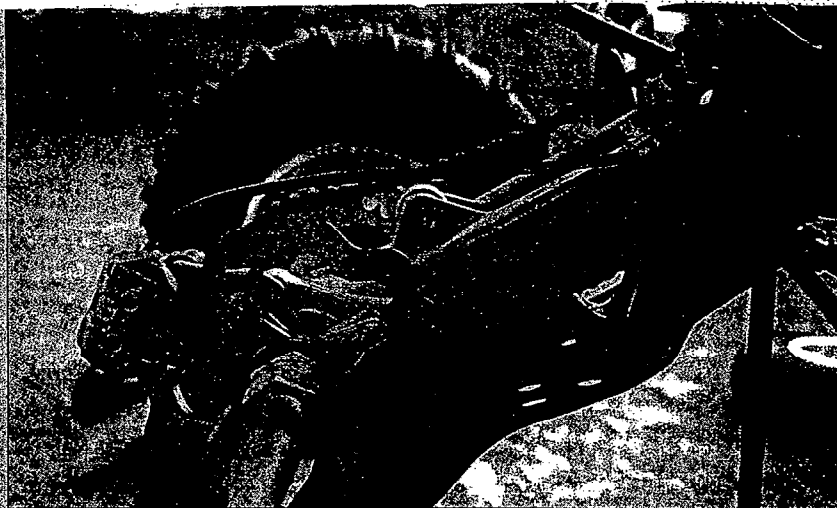
### BRAKE TEST

The test consisted of two ten-lap sessions with the rider stopping at the end of the last lap to take an immediate heat reading. With the stock brakes in place, we got a consistent reading of 81 degrees on the front brakes and 202 degrees on the rear. The laser sight on the heat gun was pointed directly at the side of the rotor from 18 inches away.

It took about two hours to completely install the Galfer products. Galfer supplies all new banjo bolts and washers for the lines and complete installation instructions as well. With the brakes bled and the new pads properly seated, we repeated the same test exactly as we did the stock run. On the first Galfer run, the temperature difference was apparent. The front temps read about ten percent higher at 91 degrees. However, the rear was twenty-five percent cooler at 155 degrees. We did a second ten-lap run and saw a slight change. On that run, the front actually dropped to 78 degrees and the rear gained



The Galfer "Race" pads have slightly less contact surface. However, they will work with your stock rotor or a "Wave" rotor.



Along with new pads and rotors, we installed Galfer's steel braided brake line kit. If you want to get creative they come in different colors: black, blue, red, silver and smoked.

five more degrees. So far they are doing well.

By the seat of the pants, the Galfer equipped 400EX gets better with each run and is considerably better than stock. You can brake later and still slow in time for the corner or brake early and drag the pedal over the braking bumps to keep the tires on the ground.

Before we finished the test, we sent our test rider out on one last run. We told him to run twice as long

and twice as hard to see if he could get some more heat out of the Galfer brakes. We were surprised again. The front temps dropped to 73 degrees and the rears only heated up to 163 degrees. That's still 25 percent lower than the stock rear temps.

We were definitely impressed with how the Galfer products worked on our 400EX. While we were not sure if it was the pads, steel braided lines or wave shaped rotor that was doing the magic, the package as a whole

did wonders. The question is, do the brakes match the ones on the new 450EX? No, they are better.

The Galfer brakes worked even better the more we abused them. We did everything short of riding with the parking brake on to try to get the brakes to fade. To no avail. You aggressively ride a sport quad and are looking for better performance out of your brakes than stock and the Galfer products. They work. Contact Galfer at (800) 653-6012.

The weapon used to beat the competition.

# Hard Evidence.

Introducing the extreme Firestick™ axle by TEAM.

TEAM Industries

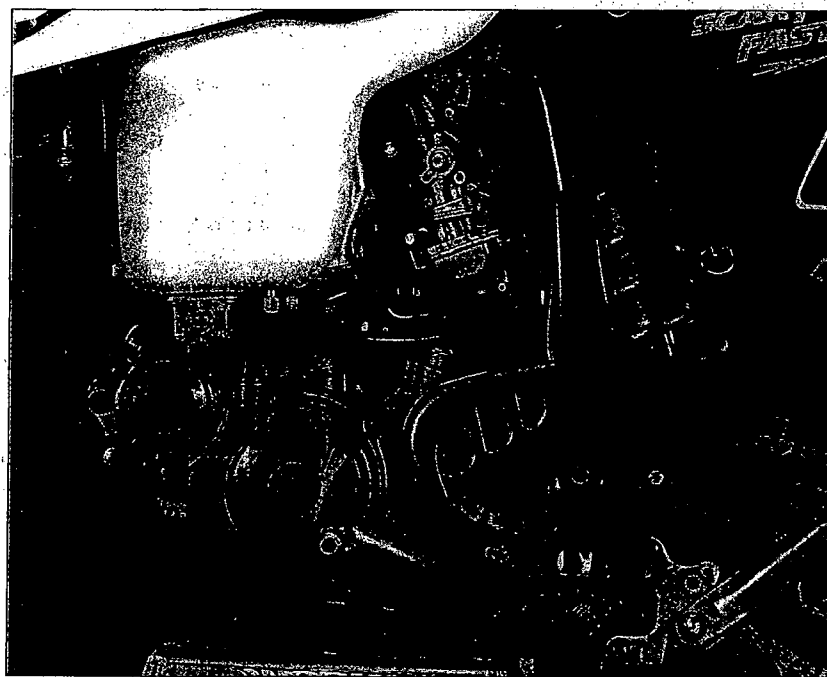
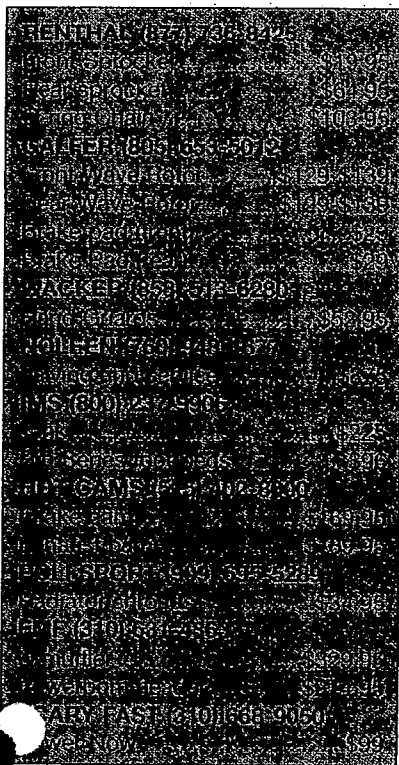
**Performance engineered power-train and chassis components for ATV and snowmobile enthusiasts.**

- Rapid Reaction® Clutches
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- Sprockets
- Wheel Bearings



The addition of a steering stabilizer and rubber-mounted bar clamps would have made the WR 250 even more enjoyable.

The Galfer rotors and pads made a tremendous difference in brake performance and feel. One light finger is all that is ever needed. Galfer offers a brake line that uses direct routing that boosts braking even further.



What desert bike is complete without a huge tank? The IMS tank mounted easily and held 3.1 gallons. We're pretty confident we could have gone well over a hundred miles on a full tank. To run the IMS tank you have to use YZF radiator shrouds, which were provided by Poli Sport. □



**GALFER USA**  
57-67 West McFarlane  
Ventura, California 93001  
USA

## **Galfer Braided Brake Lines :**

### **Tech data:**

- Galfer's steel braided brake lines are made of PTFE 62 Dupont-Teflon in the inner, around the inner Teflon we have 16 strands of steel braided cable that allow for almost 0 expansion effect when applying pressure to the brake lever.
- All lines are coated with a clear protective coat, protecting the line from the weather and the bike from scratches.
- All kits include banjo bolts and washers for complete installation. Banjo bolts should never be torque over 12 to 15ftlbs.
- All kits are made bike specific.
- All Sport Bike kits are 2 line kits; lines will travel from the master cylinder to the caliper directly.
- All ATV kits are 3 line kits that include a "T" block to be located in place of the OEM T block. Some ATV applications listed on TR catalog are +2 or +3 lengths to accommodate extended A-Arms.

### **How do we sale Galfer Braided Brake Lines :**

- Cost less than OEM, OEM are not steel braided, they are made of rubber.
- Rubber OEM hoses expand when the brake system gets hot. Steel braided lines do not; they keep great lever feel and performance.
- Used by many TOP race teams, Yoshimura, WBR Kawasaki, No Limits Motorsports, MotoXXX.
- Galfer advertises in a constant basis in magazines such as MXA, Dirt Bike, Transworld Magazine, Dirt Wheels, Cycle World or Road Racing World. We are out promoting our products.
- Most OEM require that rubber lines be replaced every 3 years, Galfer lines will last the live of the bike.
- Any one who has used braided brake lines before knows the night and day difference that they make to the brake system.
- Costumers that have used braided line sin the past will NEVER ride anything else without it. (Repeat costumers).
- Unlike OEM part numbers, Galfer /Tucker Rocky applications allow for easy cross referencing and multiple fit applications on one same part number.
- Kits are bike specific.
- Warranty of the lines is only valid if they are installed by the shop's mechanics, that means service business on top of the profit of the brake line.
- Excellent margins.
- Easy and quick to install.
- Galfer's unique 800 tech line to support ANY technical questions that the dealer might have at any time regarding brakes or parts involved with the brake system 800-6856633.

**EXHIBIT**  
Giacca America vs.  
for 24 BMEing  
~~Case~~ Italia  
Alessandro Milesi

**GALFER**

G00246

**BULTACO**

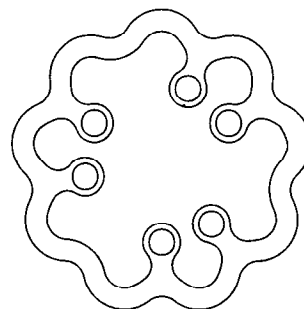
SHERCO 2.5	250	99	DE802	K5024
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**GAS GAS**

250 PANPERA	250	96	DE802	615
CONTAC JT 250	250	94	DE802	615
CONTAC T25	250	93	DE802	615
JT 25	250	91	DE802	615
JTR 250 CONTACT	250	96	DE802	615
JTR 270 CONTACT	270	96	DE802	615
TXT 270	270	99	DE802	DE803
JT 350	350	95	DE802	K5024
JTR 370 CONTACT	370	96	DE802	615

**MONTESA**

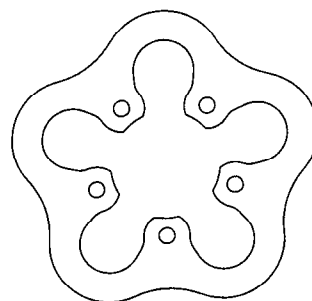
COTA 311 EVASION	311	91	DE802	641
COTA 314 R	314	94	DE802	K5023
COTA 315 R	315	99	DE802	K5023

**GALFER****DE  
802**Ø EXT. (mm)  
**185**Ø INT. (mm)  
**72**

H

**3,5****GAS GAS**

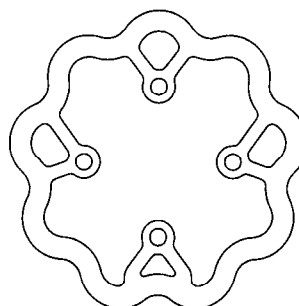
TXT 270	270	99	DE802	DE803
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**GALFER****DE  
803**Ø EXT. (mm)  
**130**Ø INT. (mm)  
**45**

H

**3****BETA**

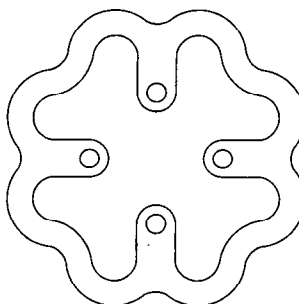
240 ST	240	92	DE804	
TECHNO 250	250	94	DE804	
SYNT 260	260	92	DE804	
SYNT 260	260	94	DE804	
ZERO	260	98	DE804	DE805
ZERO 93 GARA	260	93	DE804	

**GALFER****DE  
804**Ø EXT. (mm)  
**185**Ø INT. (mm)  
**71,5**

H

**3,5****BETA**

ZERO	260	98	DE804	DE805
------	-----	----	-------	-------

**GALFER****DE  
805**Ø EXT. (mm)  
**165**Ø INT. (mm)  
**49,5**

H

**3**

G00247

**GALFER**

DF

**855**

Ø EXT. (mm.)

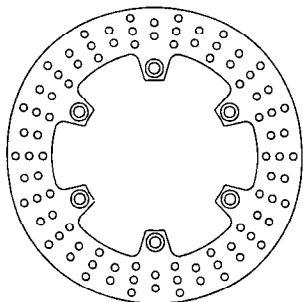
282

Ø INT. (mm.)

144

H

5

**CAGIVA**

ELEFANT 900 CATALITICA

900

93

855

**GALFER**

DF

**863**

Ø EXT. (mm.)

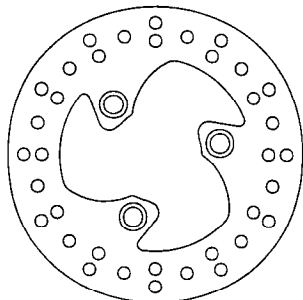
180

Ø INT. (mm.)

58

H

3

**PEUGEOT**

SPEEDFIGHT

50

96

863

SPEEDFIGHT LC

50

97

863

SPEEDFIGHT 80

80

96

863

SPEEDFIGHT 100

100

97

863

863

**GALFER**

DF

**864**

Ø EXT. (mm.)

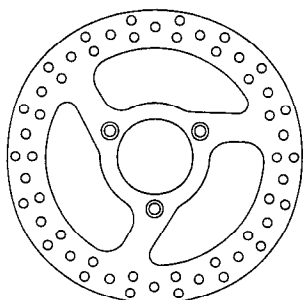
226

Ø INT. (mm.)

58

H

4

**PEUGEOT**

ELYSEO 100

100

98

864

ELYSEO 125

125

98

864

**GALFER**

DF

**875**

Ø EXT. (mm.)

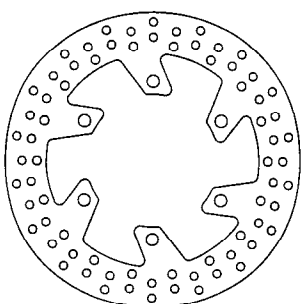
256

Ø INT. (mm.)

115

H

5

**TRIUMPH**

DAYTONA 750 SPORT

750

91

875

TRIDENT 750 (right)

750

93

875

DAYTONA 900

900

93

875

DAYTONA 900 T-595

900

97

875

SPRINT 900 (right)

900

93

875

TRIDENT 900 (right)

900

93

875

TRIDENT 900 SPRINT

900

95

875

TROPHY 900 (right)

900

93

875

DAYTONA 1100 SPORT

1100

91

875

1200-3 (right)

1200

93

875

1200-4 (right)

1200

93

875

TROPHY 1200 (right)

1200

91

875

**GALFER**

DF

**878**

Ø EXT. (mm.)

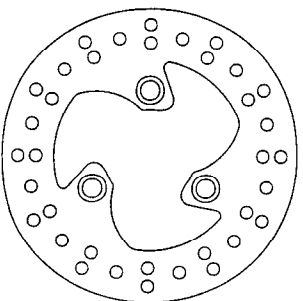
180

Ø INT. (mm.)

58

H

3,8

**KIMCO**

TOP BOY 50

50

97

878

TOP BOY 100

100

98

878

125 DINK

125

97

878

878

150 DINK

150

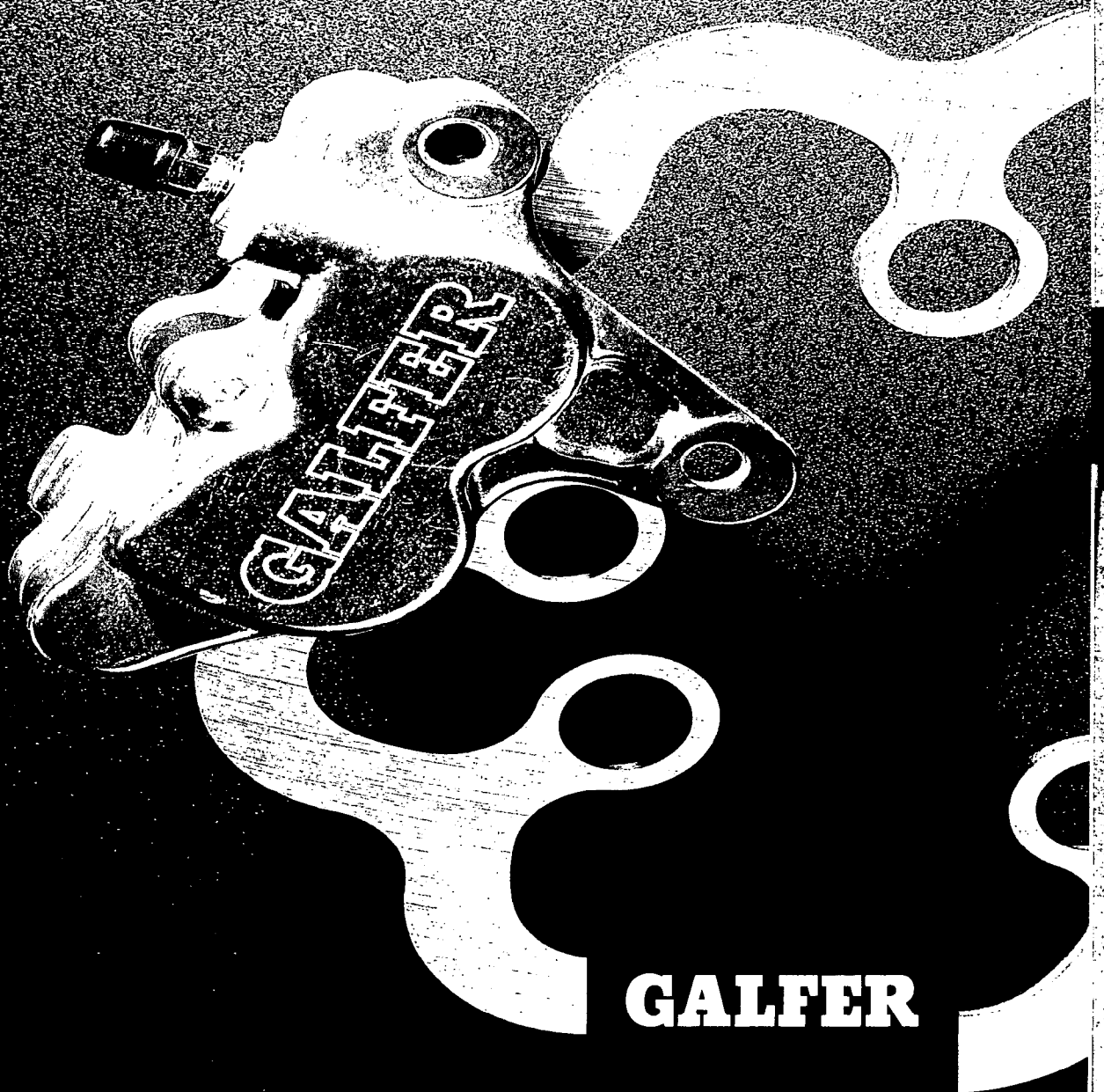
97

878

878



# KT



# GALFER

G00249



# SIMBOLOGIA • SIMBOLOGY

KT 5011000

KIT CODE • CODIGO

CODIGO KIT TRIAL  
TRIAL KIT CODE

GALFER  
DF  
**802**  
Ø 185

REF. DISCO DE FRENO  
BRAKE DISC REF.

DIAMETRO  
DIAMETER

**DF** DISCO FRENO  
DISC BRAKE

FD  
**210**  
G1805

REF. PASTILLA DE FRENO  
DISC BRAKE PAD REF.

CALIDAD MATERIAL  
MATERIAL QUALITY

**PF** PINZA FRENO  
CALIPER

**FD** PASTILLA FRENO  
DISC BRAKE PAD

GALFER  
PF  
**210**  
G2203

REF. PINZA DE FRENO  
CALIPER REF.

TIPO DE PINZA  
CALIPER TYPE

POSICION DE LA PINZA  
CALIPER POSITION

## INDICE • INDEX

KT 5011000 .....182

KT 5022003 .....183

KT 5022004 .....183

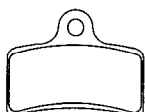
KT 5031004 .....184

KT 5042004 .....184

**KT5011000**

KIT CODE • CODIGO KIT

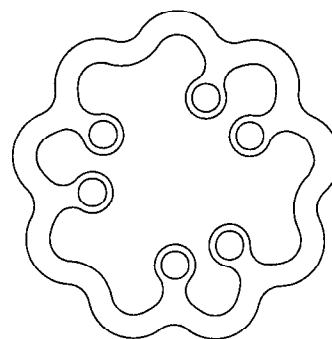
GALFER  
FD  
**210**  
G1805



GALFER  
PF  
**210**  
G2203  
FRONT  
DEL.



GALFER  
DF  
**802**  
Ø 185

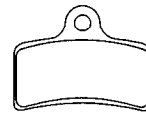


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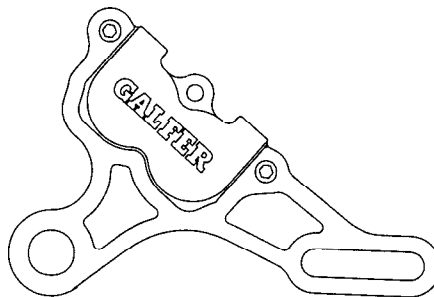
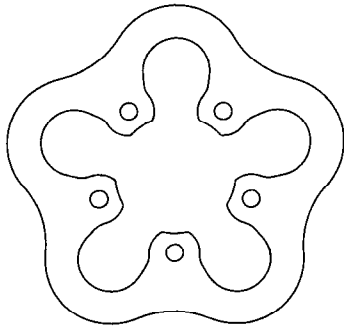
BULTACO  
MONTESA  
GAS-GAS

**GALFER**  
DF  
**803**  
Ø (mm.)  
130

**GALFER**  
PF  
**210**  
G2233  
REAR  
TRAS.



**GALFER**  
FD  
**210**  
G1805

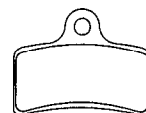


**APLICACIÓN  
APPLICATION**

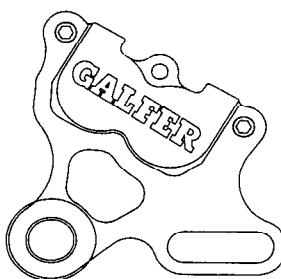
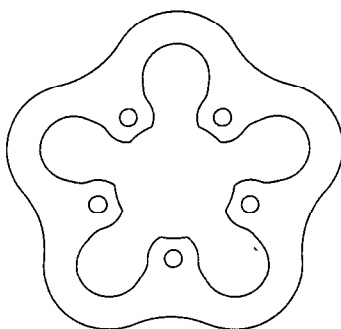
**MONTESA**

**GALFER**  
DF  
**803**  
Ø (mm.)  
130

**GALFER**  
PF  
**210**  
G2243  
REAR  
TRAS.



**GALFER**  
FD  
**210**  
G1805



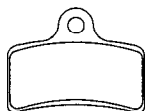
**APLICACION  
APPLICATION**

**BULTACO  
GAS GAS**

**KT5031004**

**KIT CODE • CODIGO KIT**

**GALFER**  
FD  
**210**  
G1805

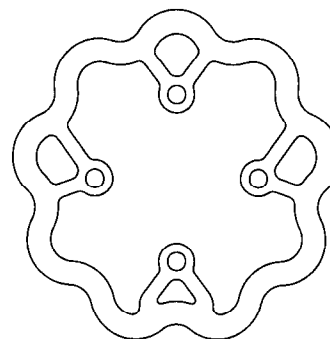


**GALFER**  
PF  
**210**  
G2203  
FRONT  
DEL.

**GALFER**  
DF  
**804**  
Ø (mm)  
185

**APLICACIÓN  
APPLICATION**

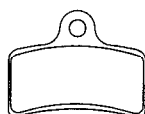
**BETA**



**KT5042004**

**KIT CODE • CODIGO KIT**

**GALFER**  
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**210**  
G1805

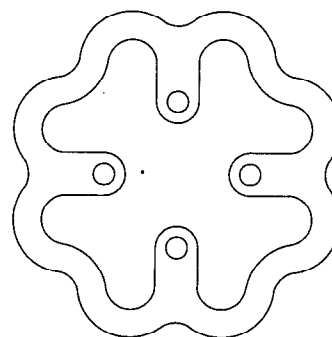
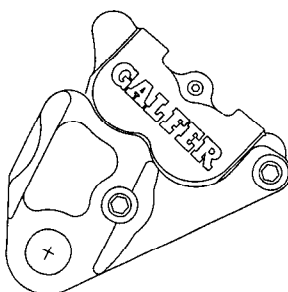


**GALFER**  
PF  
**210**  
G2253  
REAR  
TRAS.

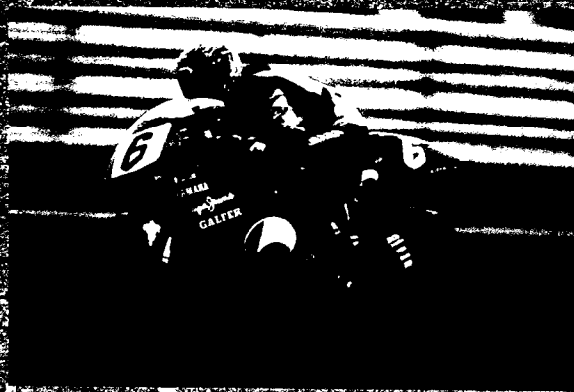
**GALFER**  
DF  
**805**  
Ø (mm)  
165

**APLICACIÓN  
APPLICATION**

**BETA**



G00253



**INDUSTRIAS GALFER S.A.**

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E-MAIL: GALFER@sefes.es · WEB: www.SEFES.ES/galfer

G00254